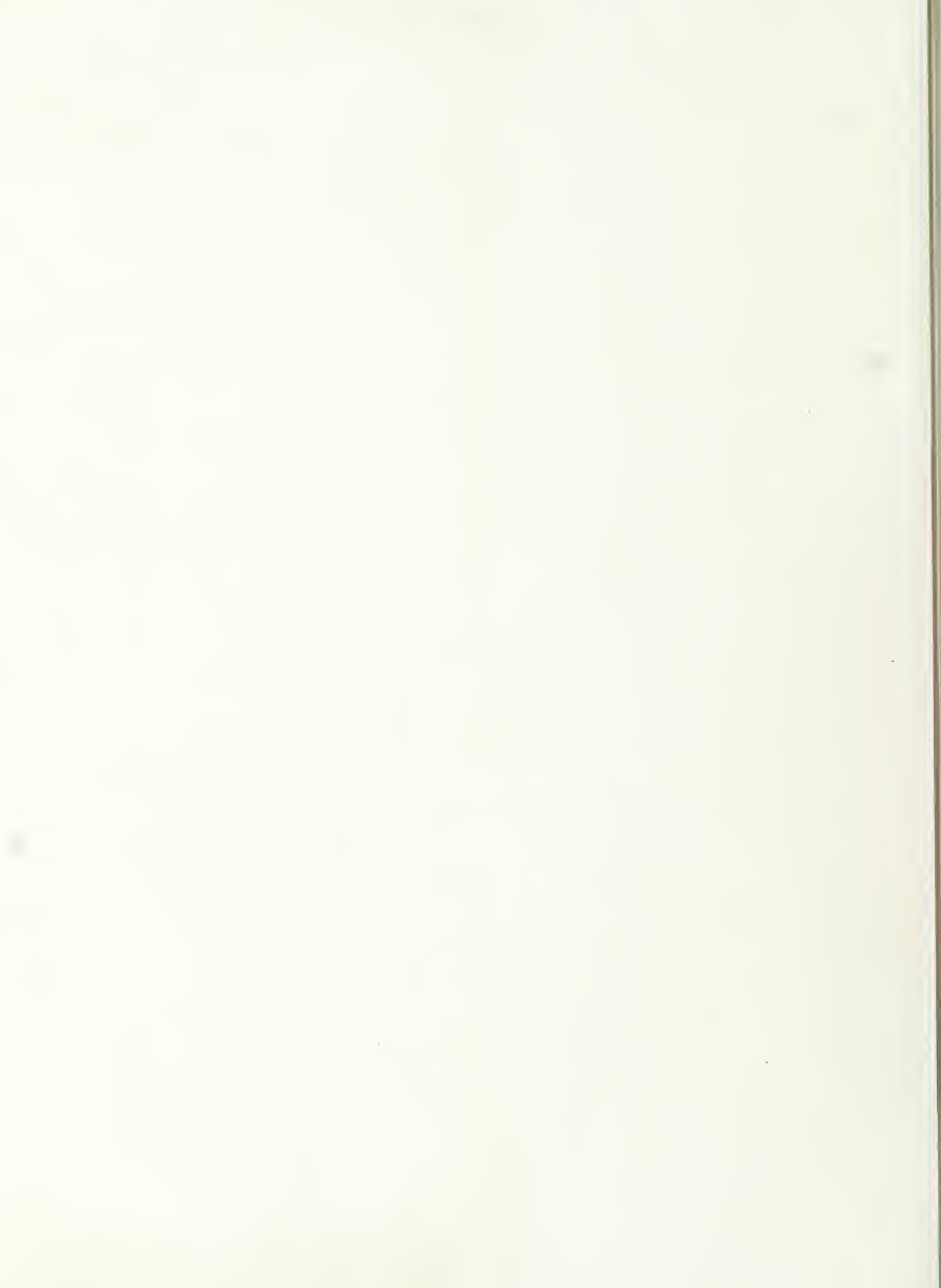




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The


CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2.

Registered as a Newspaper

No. 2728
VOL. CXVI.

MAY 21, 1932

Annual Subscription (with
Diary) 20/- Single Copies 9d.

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NOVARSENOBILLON
AND
METARSENOBILLON

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STOVARSO★
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EPHEDRINE★
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*Noted for Fine Chemicals
and Pharmaceutical Products*

TWO NOTABLE MAY & BAKER SPECIALITIES

TRADE MARK "PLANOCHROME" BRAND MERCUROCHROME

A Valuable General Antiseptic.

"Planochrome" is an organic compound of mercury of high germicidal potency and penetrative power, yet remarkably free from toxic effects. It is readily soluble in water and provides an excellent substitute for tincture of iodine.

"Planochrome" is also employed intravenously in the treatment of septicæmia and in infections of the genito-urinary tract.

EPHEDRINE MAY & BAKER

All Ephedrine products prepared in the laboratories of May & Baker, Ltd., contain only the active lævo-rotatory isomer and are free from harmful impurities.

In tablet form for oral use and ampoules for hypodermic injection.

You should write for full particulars

MAY & BAKER Ltd

BATTERSEA • LONDON • S.W.11

Index to Advertisers, pp. 5 & 6.

... and now comes ★KLEENEX

bringing you new profit opportunities!

The Kotex product is known to women throughout the world... and now Kotex Ltd. have introduced a product appealing not only to women but to men and children also—Kleenex disposable tissues—for removing face creams—for handkerchiefs and many other uses.

This product will be backed by the same organisation and tremendous sales-promoting effort which has produced amongst women the enormous popularity of Kotex.

★KLEENEX AND ITS USES

What Kleenex is

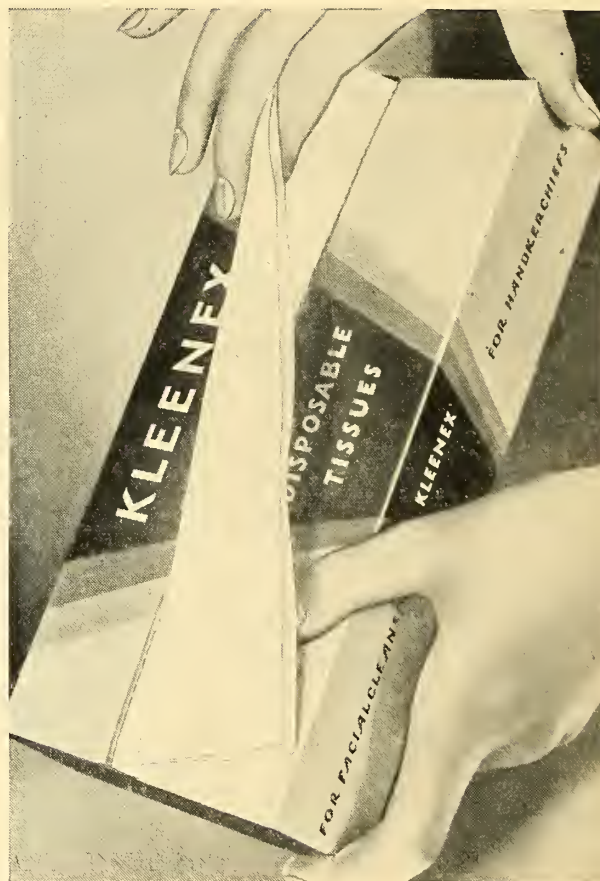
Kleenex is a truly scientific product made of rayon-cellulose. This is a remarkable substance whose fibres differ from those of cotton or linen. Tests show Kleenex is 400% more absorbent than a linen towel. Kleenex comes in white or exquisite colour tints and a package that permits individual tissues to be removed as needed—there are 230 tissues in a packet.

Removing cleansing cream

Cold cream needs to be hygienically removed. Particles of dust, powder and rouge which gather on the surface are apt to be sent back into the skin by ordinary cleansing methods. Kleenex cleanses by absorption and obviates rubbing and stretching of the skin—gentle wiping by the soft tissues is all that is necessary. Many famous beauties employ this pleasant way of removing face creams. Kleenex is also used to apply and blend make-up into the skin.

Kleenex, the product of many uses

The use of paper handkerchiefs has rapidly grown and Kleenex has already proved itself as 'ideal' for use during colds. The saving in laundry at such times makes Kleenex a definite economy, selling at 2/- a box. Every man, woman and child who has a cold is a prospective Kleenex customer... Every year during the summer thousands suffer from hay fever and will welcome Kleenex as a relief from the damp, germ-filled handkerchief... Housewives find it practical for any number of purposes around the home!



Many dealers have already learned that Kleenex sells itself when properly displayed, and the very attractive packing, in a variety of colours, lends itself admirably to this purpose. Remember, a Kleenex sale leads to sales of other articles... cream, powder, rouge, cosmetics of any kind. Kleenex is sold in standard boxes (230 tissues) retail 2/-, obtainable through your wholesaler 16/- per dozen, or direct from...

KOTEX LIMITED, 317, HIGH HOLBORN, LONDON, W.C.1

FOR QUICK PROFITABLE SALES

**Best
Epsom
Salts
Tablets**
(COMPOUND)



**The
Pack
that
Sells**



**Best for you
Best for your customers**

A striking pack holding 50 tablets, to retail at the moderate price of 6d.

Tasteless and convenient, they form an effective and welcome substitute for ordinary Epsom Salts.

Per **3/9** doz.

Post Card will secure free sample by return.

Arthur H. Cox & Co. Ltd.

Manufacturing Chemists

Brighton



and NOW the
PRESS SAYS
about

SALCA

FOOD SUPPLEMENT FOR DOGS

NOTE

In the "Chemist & Druggist," April 30th, WE told you what "SALCA" would do. We said "SALCA Dog Food Supplement" is unequalled for Conditioning, Worms, Eczema, Dull Coat, Listlessness, Lost Appetite, Boils, and for stopping and preventing Scratching."

The following week (May 7 issue) we told you what USERS said about "SALCA," and if you read those letters we think you will agree that rarely has more convincing testimony been penned. To-day we reproduce some of the things which the specialised PRESS have written.

"DOG WORLD"

November 20th, 1931

"I have just found a mineral food which, from my personal experience of it, should be the greatest canine discovery of modern times . . . and I can personally vouch for its effects from the first day of using. Without any purging or starving it removed all kinds of worms, and the general revitalising effect upon the dogs has to be seen to be believed. I am now thoroughly satisfied that here is something we have looked for and wanted for years."

"OUR DOGS"

August 28th, 1931

"'SALCA' is an iodised mineral, and is especially valuable where there is weakness or deficient nutrition. Breeders should keep before them the slogan — A little 'SALCA' each day keeps the vet away! The regular use of 'SALCA' acts as a preventive of disease."

"IRISH FIELD"

March 19th, 1932

"There is no doubt but the use of 'SALCA' for dogs is one of the very best charges that could be given. It improves the condition and the appetite; is a natural cure for eczema; enriches the blood, and gives the coat a fine glossiness that improves the dog's appearance immensely."

"ILLUSTRATED SPORTING & DRAMATIC NEWS"

January 16th, 1932

"'SALCA' for dogs supplies the deficiency of mineral elements existing in ordinary dog foods, to which it is therefore a valuable supplement. It is claimed that, to vary the well-known saying about apples and doctors, 'A little 'SALCA' each day keeps the Vet. away.' These iodised minerals have been on the market for a number of years. They are a preventive, as well as a cure, for intestinal parasites and they build up stamina while acting in a natural way."

"HORSE & HOUND"

February 5th, 1932

"This food supplement has come much into favour as a conditioner and tonic and preventive of worms."

"SHOOTING TIMES"

February 6th, 1932

"We would like to draw the attention of our readers to the advantages of using 'SALCA' in their kennels. After a thorough trial, we have no hesitation in saying that those who once use it will be something akin to

the man who used Pears' Soap, 'Since when we shall use no other.' Discussing the advantages of 'SALCA' as a conditioner with one of our readers, who has been using it for some time, we were told that the effect on a dog's coat alone was sufficient to warrant its use in a kennel. He said: 'Until I used "SALCA" it always needed a good deal of elbow-grease to get my Labradors' coats to look decent, and then the shine was only on top. Now they need little or no grooming, so clean and bright are their skins and coats. Why, I could take them straight into the Show Ring without putting a brush or a glove upon them, and they would then compare more than favourably with their condition of yore. I cannot understand how it comes to make such a difference. . . . Should a dog be found to be dull of coat and tight of skin, it is a fitting subject to be put on a course of 'SALCA,' and if this is done, we think the owner will soon be something more than pleased with the results. . . . We are also satisfied that 'SALCA' is detrimental to worms, perhaps the greatest 'bugbear' to all dog breeders. To those who have not yet tried 'SALCA' we would say, do so without delay, then if nothing else has ever brought a shine to your dog's coat or a smile of satisfaction to your face, the use of 'SALCA' will brighten up things for you and your dogs all round."

SUPPLIES MAY BE OBTAINED FROM MOST OF THE LEADING WHOLESALERS

Sole Manufacturers:

ASSOCIATED LONDON FLOUR MILLERS LTD. (Dept. C. & D.) Haddon House, FENCHURCH ST., LONDON, E.C.3

"SALCA" is NOT a bye-product of the milling industry.

*The Dog Line for
Profit*



SALCA

FOOD SUPPLEMENT FOR DOGS

Try a dozen 6d. size, 4/6 post paid.

Reduction for quantities.

A REGULARLY RECURRING SALE

not just an occasional purchase

"SALCA" is a Food Supplement, not a medicine. Its purchase by those who wish to make and keep

their dog in perfect condition is a recurring necessity—not just an occasional requirement.

ONE PRODUCT *but* MANY USES

Unlike Dog Medicines, only one "Salca" product is necessary for a variety of uses. This factor is of considerable importance

to the Pharmacist because "Salca" enables him to reduce the number of lines carried.

EXTENSIVELY ADVERTISED

"SALCA" is and will continue to be advertised extensively, the following papers, among others, being used:—

RADIO TIMES, MANCHESTER DAILY DISPATCH, BIRMINGHAM MAIL, CHURCH TIMES, NATIONAL GRAPHIC, GOOD HOUSE-

KEEPING, BRITANNIA AND EVE, WOMAN AND HOME, MODERN WOMAN, MODERN HOME, JOHN O' LONDON'S WEEKLY, OUR DOGS, DOG WORLD, SHOOTING TIMES, VETERINARY JOURNAL, VETERINARY RECORD, IRISH FIELD, KENNEL GAZETTE.

ATTRACTIVE PACKING *and* CONVENIENT SIZES

"SALCA" is packed in attractively labelled tins retailing at 6d., 2/- and 6/- each. The

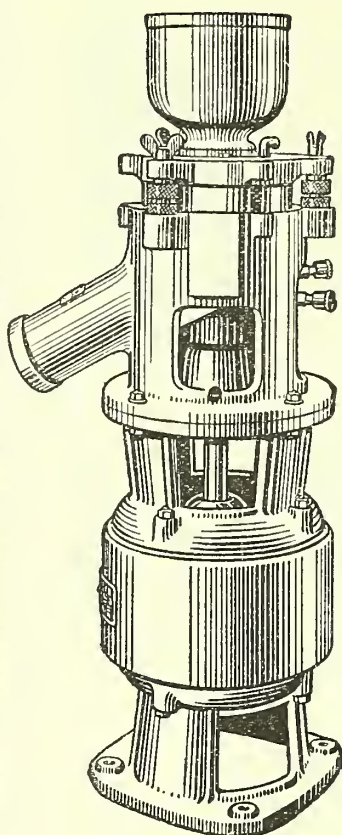
respective trade prices are 4/6 per doz.; 15/- per doz.; and 4/6 each. Carriage paid.

SUPPLIES MAY BE OBTAINED FROM MOST OF THE LEADING WHOLESALERS

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ASSOCIATED LONDON FLOUR MILLERS LTD. (Dept. C. & D.), Haddon House, FENCHURCH ST., LONDON, E.C.3

"SALCA" is NOT a bye-product of the milling industry



5-inch Premier Paste Mill
complete with Driving Unit

PREMIER COLLOID MILL

Is a high-speed belt driven unit.
It is standardised in Monel Metal (Rustless)
and can be supplied in any other metal.
The 5-inch Model is the best to install for
all experimental and small scale work.
One moving part only—the wear and tear
is negligible.

Recommended for
**BEAUTY LOTIONS,
CREAMS, EMULSIONS,
REGENERATED MILK,
DISINFECTANTS** and all other
normal **NON-VISCOUS EMULSIONS**

PREMIER COLLOID MILLS LTD.

Associated with BURT, BOULTON & HAYWOOD LTD.)

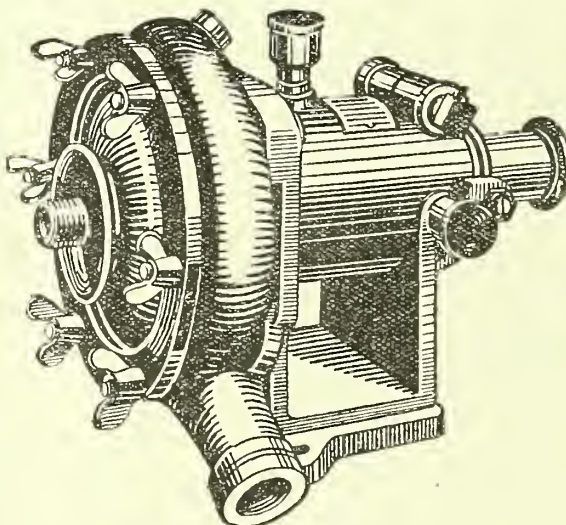
The PREMIER PASTE MILL

is a slow speed Mill direct coupled to motor.
There are two working surfaces, one rotating
and the other fixed. The clearance
between the two can be adjusted with
absolute precision to 1/1000th of an inch.

The PREMIER COLLOID MILL is designed
to handle viscous fluids and semi-pastes.

EASY TO CLEAN and HANDLE

Recommended for
**COSMETICS
SHAVING CREAMS
FACE PIGMENTS
VISCOUS EMULSIONS**
etc., etc.



5-inch Monel Metal Mill—Capacity
40,100 Galls. per hour

**380 SALISBURY HOUSE
LONDON WALL, E.C.2**

Telephone : National 9500 (8 lines)
Telegrams : Burboul, Ave, London.

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JOHN THOMPSON (WHOLESALE DRUGGISTS) LTD 1921 **SUPPLY**

WE ARE THE
ONLY HOUSE IN
LIVERPOOL
CARRYING A
COMPLETE STOCK
OF ALL
PHOTOGRAPHIC
MATERIALS—
INCLUDING
"SELO,"
"ENSIGN"
FILMS, etc.

Everything in Photographics

PHOTOGRAPHIC
GOODS SUPPLIED
TO APPROVED
PHOTOGRAPHIC
DEALERS ONLY

27-35 DUKE STREET LIVERPOOL

? HAVE YOU HAD YOUR DISPLAY YET



The above window display is additional to the display outer which can stand on the counter. Contents of the outer :—

3 cartons (each 3) Boil Dressings	Retail @ 6d.
6 cartons (each 1) Finger „	@ 3d.
6 envs. (each 3) Asstd. „	@ 6d.
6 cartons (2) Dressing Strip	@ 3d.

Trade price - 5/-

Retail price - 7/6

HERE—in bright orange, black and buff—is a complete display of Elastoplast specialities which will be sent to you free as a special Spring offer with one small order for a 5/- composite outer of these well-known products.

Doctors prescribe Elastoplast—Hospitals use it. The dressings combine elastic plaster with medicated pads, mould comfortably wherever they are applied, and do not impede movement.

**100 %
BRITISH**

Elastoplast

PATENT No. 253,527

Use the coupon below to order the 5/- display outer complete with window display, or to bring you free samples and literature.

**T.J. SMITH & NEPHEW
LIMITED**

HULL LONDON GLASGOW MANCHESTER

**Dept. C: 42 Tavistock Square
London, W.C.1**

Please send me :—

.....*5/- outer with window display

..... free samples and literature

Name

Address

Invoice through our usual wholesaler

Messrs.

* Strike out if inapplicable.

8^{D.}
PROFIT
 ON
 AN
OUTLAY
 OF
10^{D.}
 OR
80%



SOLD
BY
CHEMISTS
ONLY

MADE
IN
OUR
LABORATORIES
IN
SURREY

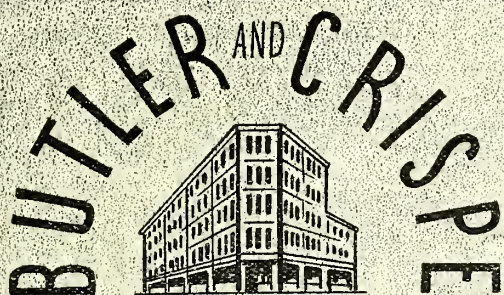
Retail Price 1/6 per Jar.

Chemists' Price 10/- per doz.

LABORATORY DEPARTMENT
ARMOUR AND COMPANY
 LIMITED

ARMOUR HOUSE, St. MARTIN'S-LE-GRAND,
LONDON, E.C.1.

TELEGRAMS: "ARMOSATA-CENT," LONDON.
 TELEPHONE: NATIONAL 2424.



80/84 CLERKENWELL RD., LONDON. E.C.

Butler and Crispe offer Chemists a service of unequalled value for Prompt delivery of all orders to any distance by the quickest route. Town deliveries by motor, provincial also by motor over wide area. Rail orders despatched same day as received. Let us have your enquiries.

NO QUICKER SERVICE.

NO BETTER PRICES.

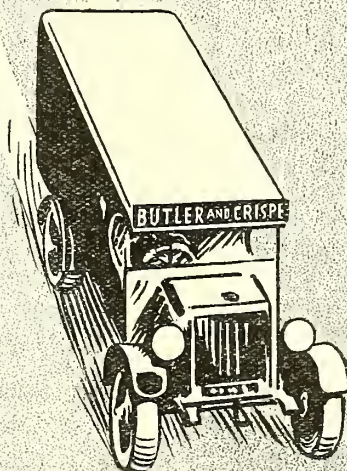
BUTLER AND CRISPE SERVICE

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MEDICINES, TOILET
GOODS & PERFUMERY.
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DRUGGISTS' SUNDRIES.
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(14 lines)



THE SMARTEST DELIVERY SERVICE IN ENGLAND

NEW 'ASPRO'



WINDOW DISPLAY

NOW READY

Printed in full colours, attention compelling, and worthy of a central position in your window.

**CUT OUT
COUPON
AND
OBTAIN
ONE**

Another 'ASPRO' window show is ready. We think you will agree that it is well up to our usual standard, if not even more attractive. It radiates life and cheerfulness and should be a good business-getter when displayed in your window. Continuous Newspaper publicity is being inserted in over 300 papers so you will obtain the full advantage of this advertising pull as soon as you put one of these attractive shows into your window.

**IT PAYS TO DISPLAY WIDELY
ADVERTISED LINES IN YOUR WINDOW**

**THE
REASON
WHY**

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents:

GOLLIN & Co. Pty. Ltd.
(‘Aspro’ Dept.), SLOUGH, Bucks.

Telephone: Slough 608

No proprietary right is claimed in the method of manufacture or the formula.

Made by ASPRO LTD.,
SLOUGH, ENGLAND.

ASPRO
REG. TRADE MARK

A careful analysis of sales of well advertised lines based on a live and let live profit similar to 'ASPRO' when compared with a number of non-advertised lines showed that when these two classes of goods were given window shows by retailers the sales and net profits of the advertised lines were far away above the non-advertised lines. Therefore the chemist who reserves his window space for advertised goods obtains the maximum customer pull into his shop and obtains maximum sales and maximum profits. Why not cut out the coupon below and obtain a free window show and prove it for yourself?

To Gollin & Co. Pty. Ltd. (‘Aspro’ Dept.) **COUPON**
Slough Trading Estate, Slough, Bucks.

Dear Sirs,

Please send me post free one of your new window displays.

My Name is

My address is (Street)

(Town) (County) C.

Everything for the Chemist

Look for our special exhibit STAND No. 67, 68, 69, 81, 82,
at the Chemists' Exhibition

National Drug Industries, Ltd.

WHOLESALE DRUGGISTS & MANUFACTURING CHEMISTS

Incorporating

C. R. HARKER, STAGG & MORGAN

**THOS. HODGKINSON
PRESTONS & KING**

**RETAIL PHARMACISTS' SUPPLY
ASSOCIATION, LTD.**

"PETROLAX"
PETROLAX COMPOUND
PETROLAX ALKALINE

"DUO-GATE"
GLYCERINE, HONEY
AND LEMON
LAX-O-GEL

R. P. S. A.
TOILET AND MEDICINAL
PACKED GOODS

*We are prepared to undertake for British Distributors or
Foreign Manufacturers the Manufacture and Packing of
MEDICAMENTS AND PROPRIETARY LINES
Fully equipped Works and Laboratories at Devon Wharf,
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WHITEHALL 4558

LONDON, S.W.1

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GENERAL OFFICE & WORKS:

DEVON WHARF, EMMOTT STREET, MILE END, LONDON, E.1

TEL. EAST 4307 (3 lines)



The PACKS THAT PLEASE—& PULL

GOOD BUSINESS. Attractive in appearance, bright and sparkling in their transparent coverings and very pleasing to the eye. These qualities, combined with the known high quality of our goods, are sure pullers of good profitable business for you. Large repeat orders we are receiving, prove that not only are they quick selling lines, but lines that create a growing repeat business. Can you afford not to make further enquiries?

A. de St. DALMAS & Co. Ltd LEICESTER

ALSO AT

DUBLIN, LONDON, LEEDS & BRADFORD

TELEPHONE: LEICESTER 58246 | TELEGRAMS: "ST DALMAS" LEICESTER

The unusual contour, the Chromium plated caps, the attractive labels, and the quality of the contents, make the Savoy Series a really good seller.



Send a postcard NOW asking for samples and full particulars of these attractive lines. You will be under no obligation.



News!

On the following pages the Chesebrough Manufacturing Co. Cons'd., who are now Distributors for Great Britain for the Lambert Pharmacal Company's Listerine products, make an important announcement to the trade.



New things to know about

★ *It's made in Great Britain!*

Listerine Tooth Paste is manufactured at Park Royal, London, by the makers of the famous Listerine Brand Antiseptic. Here is a picture of the factory. The new Listerine Tooth Paste cartons tell your customers that it's British Made!



★ *It's cheaper*

Price reduced to 1/- (*from April 4th*)

That's a big selling point these days! Especially for a tooth paste that bears the familiar, quality name of Listerine Brand Antiseptic. And not only the name! For Listerine Tooth Paste contains just the same essential oils as the wonderful germ-killing Listerine Brand Antiseptic. Here's a price reduction that really *means* something — for it puts this special cleansing tooth paste within the reach of everybody — especially now that —

★ *There's a new popular 6d size!*

That's how a good product gets going! . . . "I'll try a small one," customers say — and they'll come back for the larger size next time.

Stock these two sizes, and display them well in your pharmacy.



LISTERINE Tooth Paste

★ *And heavy, steady advertising—ready to go on June 1st*

Never advertised before — yet Listerine Tooth Paste sold well, at the old, higher price! Now, a nation-wide campaign is starting on June 1st in such leading dailies as the *Daily Mail*, the *Daily Express* and the *Daily Mirror*. Watch the effect of this publicity on Listerine Tooth Paste sales! Anyone who is bent on getting most for their money—and who isn't these days? — is going to notice this advertising. Here are some of the big-space advertisements that will appear in the press in June.

Send your order for Listerine Tooth Paste today — Don't forget to order *both* sizes.

Distributors for Great Britain and Ireland: Chesebrough Manufacturing Co. Cons'd., Victoria Road, Willesden, N.W. 10.



73% Profit to You

SPECIAL DISPLAY OFFER

6d. SIZES . . . 14 to the dozen in Attractive Display Boxes at 4/6 dozen

1/- SIZES . . . 14 to the dozen in Attractive Display Boxes at 9/- dozen

SPECIAL TERMS

(Carriage Paid)

£3 parcel less 5%
£5 parcel less 10%

As an introductory offer, quantities may be made up in assortment with other Listerine Brand Products and/or "Vaseline" Preparations. Attractive material sent on request.

LISTERINE TOOTH PASTE

MADE IN GREAT BRITAIN



At the same time stock up **LISTERINE** BRAND **ANTISEPTIC**

★
**NOW MADE
IN
GREAT
BRITAIN**

*Manufactured
in four
Empire Countries*
**GREAT BRITAIN
AUSTRALIA
NEW ZEALAND
CANADA**



LIST PRICES (*Listerine Brand Antiseptic*)

	Retail Price	List Price
3 oz.	1/6	12/10 per doz.
7 oz.	3/-	25/8 " "
14 oz.	5/6	47/- " "

SPECIAL TERMS

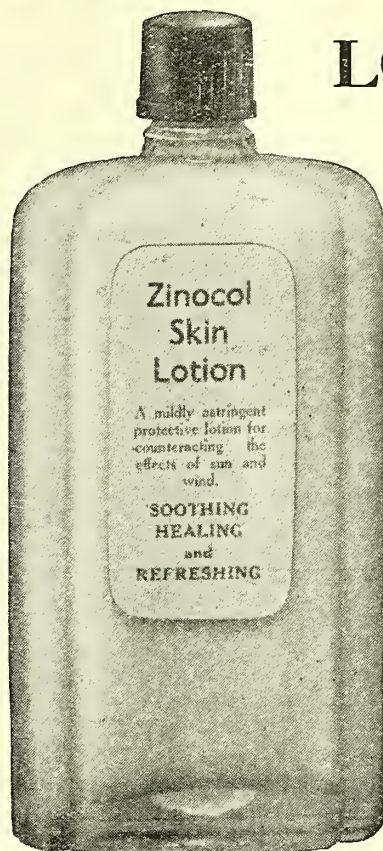
ORDER & ENCLOSED

price list

ZINOCOL

SKIN

LOTION



In white glass bottles with bakelite caps. Showcards are supplied.

2 oz. size 6/- doz.

4 oz. size 9/6 doz.

Attractively put up for counter display.

A modern preparation of **Colloidal Zinc Hydroxide**. Has a protective action and is efficacious in soothing the skin after exposure to the sun. It possesses a high therapeutic value, being mildly astringent, non-toxic and antiseptic. It is quickly absorbed and is invisible upon drying.

Evans'

EVANS SONS LESCHER & WEBB, LTD.
LIVERPOOL & LONDON



Small size 9/- per doz.

(Retail at 1/3 ea.)

Large size 12/6 per doz.

(Retail at 1/9 ea.)

Your customers will
ask for

NUFIX

The better Dressing for the Hair
NO HARDNESS · NO DEPOSIT

Does not soil headwear or linen, and is guaranteed not to contain gum.

Nationally advertised. Gives a handsome profit. Showcards, etc. supplied. Display the unique screw top bottles and benefit by the increasing demand.

Of your Wholesaler or the Manufacturers :-

WALDEN, WALDEN & CO.
15 Grape Street, London, W.C.

Distributors for Scotland :-

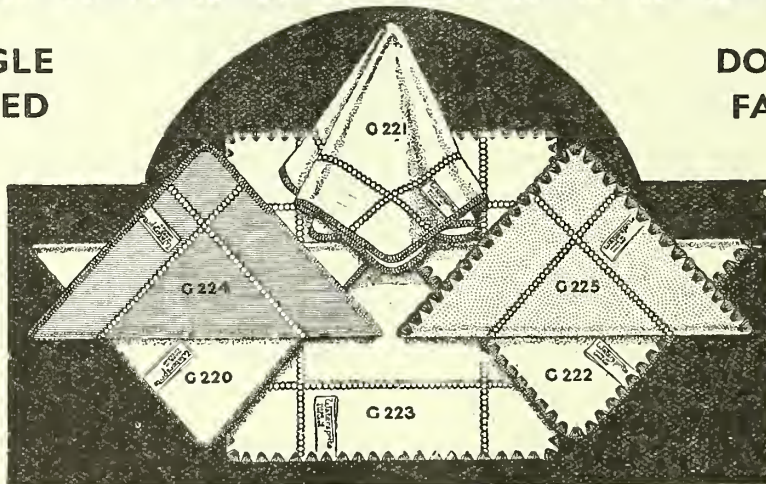
S. GOLDBERG & CO., LTD., 45 Union St., Glasgow, C.1

**We are exhibiting at
the Chemists' Exhibition**

**SINGLE
FACED**

**DOUBLE
FACED**

FROM
3/6
PER
DOZEN



ORDER
YOUR
STOCKS
NOW

IN
HANDSOME
DISPLAY
CARTONS

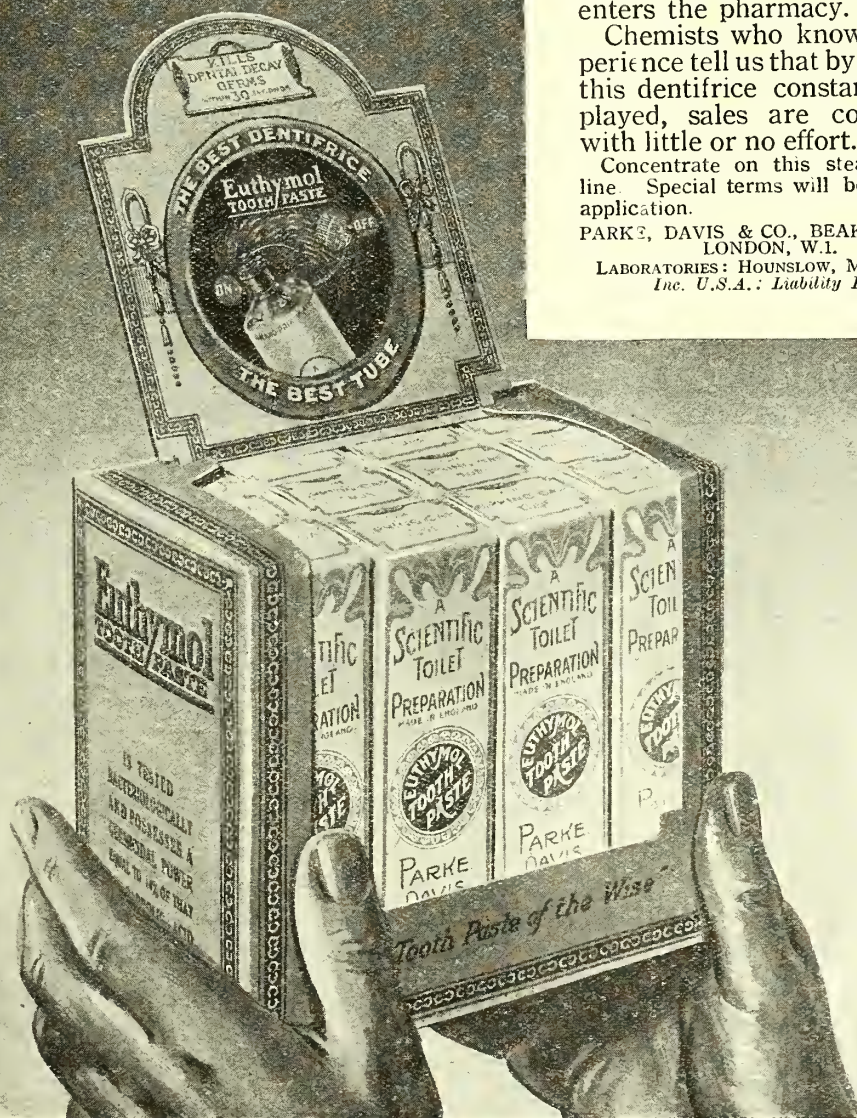
Watersprite Regd.
MADE IN ENGLAND
SOLPORT
BROTHERS LIMITED

FOR
COUNTER
OR WINDOW
DISPLAY

184-192 GOSWELL ROAD, LONDON, E.C.1.

Keep a Display Outer on Your Counter

*Show
Euthymol
and it
will sell*



THIRTY years of continuous professional recommendation, and over a quarter of a century of general advertising, mean that Euthymol Tooth Paste is already half sold when it enters the pharmacy.

Chemists who know by experience tell us that by keeping this dentifrice constantly displayed, sales are completed with little or no effort.

Concentrate on this steady-selling line. Special terms will be sent on application.

PARKER, DAVIS & CO., BEAK STREET,
LONDON, W.1.

LABORATORIES: HOUNSLOW, MIDDLESEX.
Inc. U.S.A.: Liability Ltd.

TOOGOOD'S CATALOGUE

BOTTLES
CREAM JARS
SUNDRIES

PACKED TOILET
PREPARATIONS
and PERFUMERY

A BOOK OF REFERENCE
OF OVER 200 PAGES
FOR THE CHEMIST

*If you have not already
received your copy*

Apply to—

WILLIAM TOOGOOD LTD.
77 Southwark St., London, S.E.1

QUALITY

WILL TELL

WANIE

Still the 'Best Seller'

Single-sided 10/- per 100
Three-hole 8/- per gross

Send for sample to Dept. C.D.
S. KALISKY (Aldgate) LTD.
146 Theobald's Road, W.C.1

Northern Distributors :
S. KALISKY (Aldgate) LTD.
16 Withy Grove, Manchester

Irish Free State Agents :
Messrs. W. A. Freedman & Co. Ltd.
20-21 Merchants Quay, Dublin

Wholesalers are invited to
apply for Trade Terms

G. B. KENT & SONS, LTD.

Are known the World over as
the Largest Manufacturers of

BEST BRITISH RUSHES

Please write for full Particulars to :
75 FARRINGDON ROAD, E.C.1

FROM CHEMISTS SAY ALL

Clarocit

ADVERTISEMENTS

Bakelite Display Stands, Counter Cards and
Sales Literature supplied free.

THE CLAROCIT CO., LTD.
110 Great Portland St., London, W.1

The new modern
lens, spectacle and
mirror cleaner.

Dainty coloured
containers, 1/- and
2/6.

National Adver-
tising Campaign
now in progress
in leading national
newspapers.

ODO-RO-NO—HAS OFFERED DURING MAY A WONDERFUL BONUS—VIDE BROADSHEET

Sent you early this month, one of these handsome show stands, complete with four bottles with a cash value 8/-—on an assorted order for 40/-—plus 10% Display Discount—to commemorate British production and the establishment of the **NEW INSTANT ODO-RO-NO**. The trade in the latter will soon be equal to that of "Ruby." If you have mislaid your Broadsheet, send for copy order form, as such a generous bonus is unlikely to be given again.

ODO-RO-NO OFFERS

2×2/6 Odo-ro-no (1 Ruby, 1 Instant) - 5/-

2×1/6 Odo-ro-no (1 Ruby, 1 Instant) - 3/-

Cash Value 8/- **FREE**

ON A 40/- ASSORTMENT
WITH 10% SPECIAL
DISPLAY ALLOWANCE

The prices of Odo-ro-no are in all trade lists and also the P.A.T.A.

50% PROFIT

PROFIT 50%

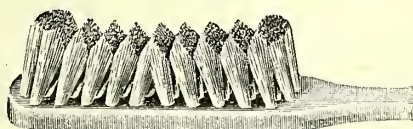
SEND NOW

Sole Wholesale Distributors and Agents

J. C. GAMBLES & CO., LTD.

24/25 BLACKFRIARS RD., LONDON, S.E.1

DURING MAY



BOTH-WAYS TOOTH BRUSH

ATTRACTIVE—EFFECTIVE—
DURABLE

ALL HARD BRISTLES UNLESS OTHERWISE ORDERED

KEEPS ITS STIFFNESS

Gent's 11/-

Lady's 8/-

**BIDWELLS,
AXMINSTER**



BIDWELL BIDWELL & CO LIMITED.

50% PROFIT
on this new disinfectant

Here is a new pine-odour disinfecting fluid, twice as strong as phenol. Packed in 5 oz. tins retailing at 6d. Diluted 1 to 160 it is an ordinary disinfectant—diluted 1 to 80 it lathers and can be used for washing floors and walls. Send your order now for

CALVERT'S LYPENE

SPECIAL OFFER

On orders of £4 3/10d. doz. less
10% less 2½%

On orders of 54/- 3/10d. doz. less
5% less 2½%

NOTE. Orders need not be confined to
LYPENE solely but can include any of
our other well-known lines.

F. C. Calvert & Co. Ltd. Manchester

PHARMACEUTICAL

W **HIGHEST**

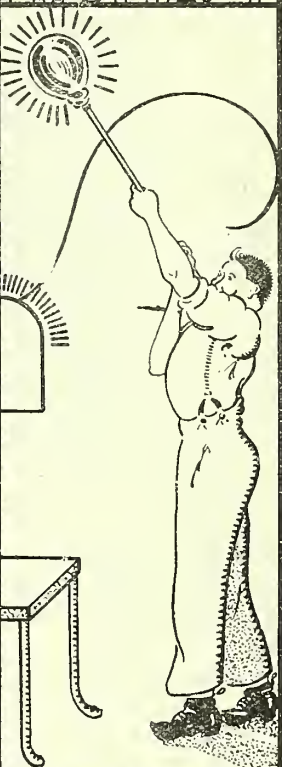
DISPENSING
BOTTLES
CHEMISTS
ROUND
FEEDING
BOTTLES
TOXIC
BOTTLES
EYEBATHS

SPRINKLER
BOTTLES
OPAL AND
FROSTED
GLASSWARE

QUALITY

GLASSWARE

K. GRAHAM



DESIGNERS & MANUFACTURERS
OF GLASSWARE FOR PERFUMES
COSMETICS AND BATH SALTS

**WOOD BROS. GLASS CO.
LIMITED**

(ESTABLISHED 1828)

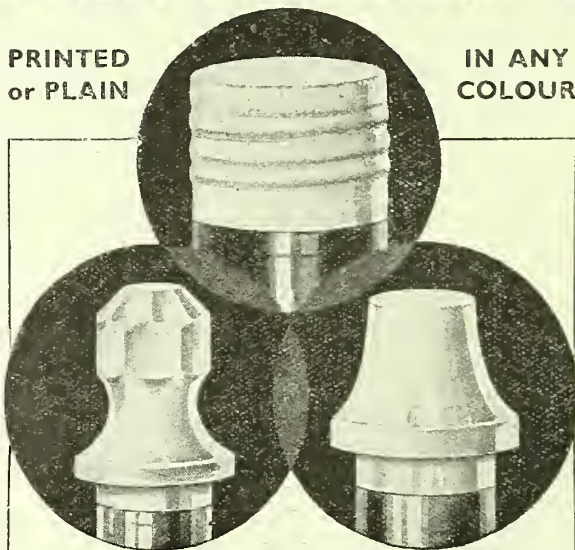
BARNSELY . . . ENGLAND

VISKAP

SELF-FIXING
BOTTLE CAPS

PRINTED
or PLAIN

IN ANY
COLOUR



PROTECTION

first, last and all the time is definitely assured when your product is sealed with a Viskap. Place a wet Viskap in position—let it dry—seals as it shrinks. Perfectly hygienic. Entirely British.

ALSO

VISCOID

MOULDINGS

OF ALL DESCRIPTIONS

FROM

Bakelite & Similar Materials

Send us your enquiries.

We have a reputation of many years of service and quality to keep up and are anxious to help you.

LET US ADVISE AND QUOTE YOU

VISCOSE DEVELOPMENT CO., LTD.
WOLDHAM ROAD, BROMLEY, KENT

Telephone : Ravensbourne 4561

BRYLCREEM Windows - always bring Sales **Be Sure you See the Brylcreem Model Window** **AT THE CHEMISTS' EXHIBITION**



**FOR SALES' SAKE ALWAYS
 KEEP A BRYLCREEM
 WINDOW DISPLAY
 TO THE FORE**



Visitors to the Chemists' Exhibition are cordially invited to visit the County Perfumery stands and to view the Brylcreem Model Window.

The County Perfumery range includes the now widely-known

BRYLCREEM

which has become the most popular hair dressing on the market. In addition there are '505' Eau de Cologne, "Quickshave,"

Hill's Smokers' Tooth-Paste,

Pomade Hongroise, and Marcas & Dardel sprays and atomizers.

The Brylcreem Model Window is one of the most outstanding features of the exhibition—just as Brylcreem is one of the most successful sales-making lines for your window.

**STANDS
 104
 105
 CHEMIST'S
 EXHIBITION**

THE COUNTY PERFUMERY COMPANY
 BRADFORD ST. BIRMINGHAM

KORK-N-SEAL

(REGISTERED TRADE MARK)

The Cap with the Little Lever



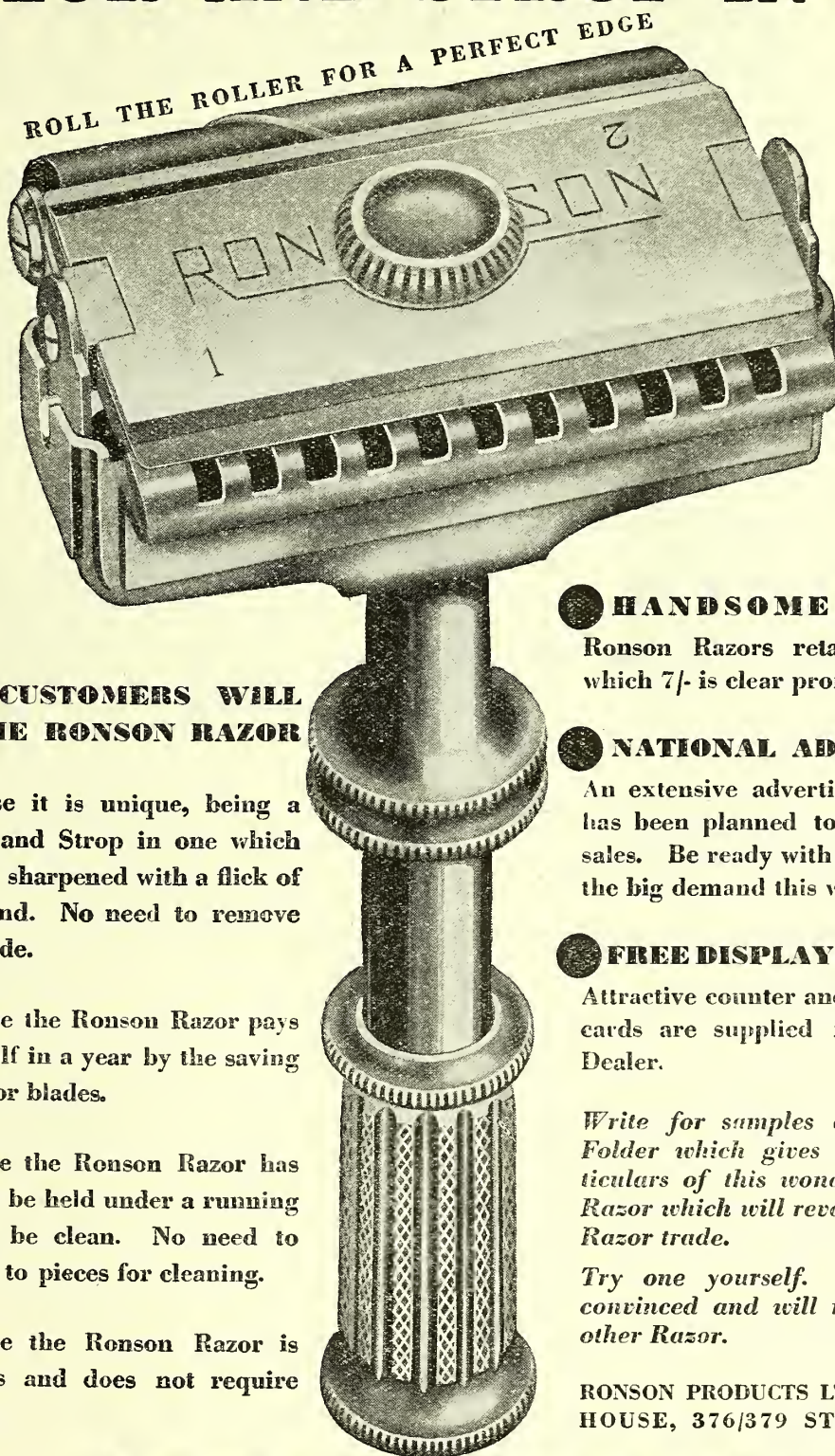
MANUFACTURERS who take a pride in their products, who appreciate how much more convenient and secure Kork-N-Seal is in every way, are adopting this unrivalled world-famous cap. They know this is the cap the public looks for.

KORK-N-SEAL LTD.
40-43 NORFOLK ST., STRAND, W.C.2

Telephone: Temple Bar 6680

Telegrams: Korkanseal Estrand London

RAZOR AND STROP IN ONE



YOUR CUSTOMERS WILL BUY THE RONSON RAZOR

1. Because it is unique, being a Razor and Strop in one which can be sharpened with a flick of the hand. No need to remove the blade.
2. Because the Ronson Razor pays for itself in a year by the saving of Razor blades.
3. Because the Ronson Razor has only to be held under a running tap to be clean. No need to take it to pieces for cleaning.
4. Because the Ronson Razor is rustless and does not require drying.

HANDSOME PROFITS

Ronson Razors retail at 21/- of which 7/- is clear profit to you.

NATIONAL ADVERTISING

An extensive advertising campaign has been planned to support your sales. Be ready with stocks to meet the big demand this will create.

FREE DISPLAY MATERIAL

Attractive counter and window show cards are supplied free to every Dealer.

Write for samples or the Trade Folder which gives you full particulars of this wonderful Ronson Razor which will revolutionise your Razor trade.

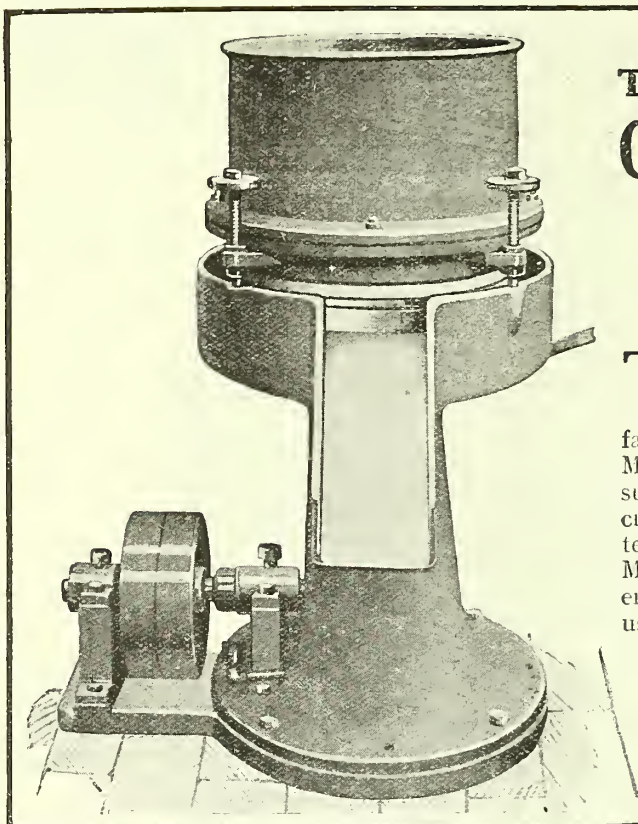
Try one yourself. You will be convinced and will never use any other Razor.

RONSON PRODUCTS LTD., MANFIELD HOUSE, 376/379 STRAND, W.C.2.

BRITISH MADE

RONSON

BRITISH MADE



The Latest Triumph in OINTMENT MILLS

THIS ILLUSTRATION SHOWS THE NEW
SUPER SPEEDY MILL

THERE are now approximately 300 of S. W. WILKINSON'S original Speedy Mills in use by British and other Manufacturing Chemists. A number of the new Mills are now in use and are giving much success and pleasure to the users and much credit to the designer and maker. Splendid testimonials have been received. The new Mill is the result of nearly 20 years' experience with the original Mill and the various uses to which it has been applied.

S. W. WILKINSON & Co.

Chemical Engineers

Western Road - - LEICESTER

IMPORTANT

SEE THE

"LANGAPRES"

IN OPERATION ON OUR STAND

No. 64

CHEMISTS' EXHIBITION

THIS MACHINE WILL DO MANY
SMALL PRINTING JOBS FOR YOU
IN YOUR FACTORY OR OFFICE
AT A NOMINAL COST.

SOLE MANUFACTURERS & PATENTEES,

LANG CLAYDEN, LIMITED

BUSH HOUSE, ALDWYCH, LONDON, W.C.2.

IT'S BETTER BECAUSE IT'S BRITISH

READ
THE
MODERN
SHOP
EVERY
MONTH

ISSUED BY
E. POLLARD
& CO. LTD.

CIRCULATION NOW EXCEEDS 33,000

*Write for a
Specimen Copy*

SENT POST
FREE TO PRINCIPALS
AND EXECUTIVES.

WRITE - CIRCULATION MANAGER,
"MODERN SHOP", 159, ST. JOHN ST.,
LONDON, E.C.1.

YOUR CARD OR LETTER HEADING WILL DO

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

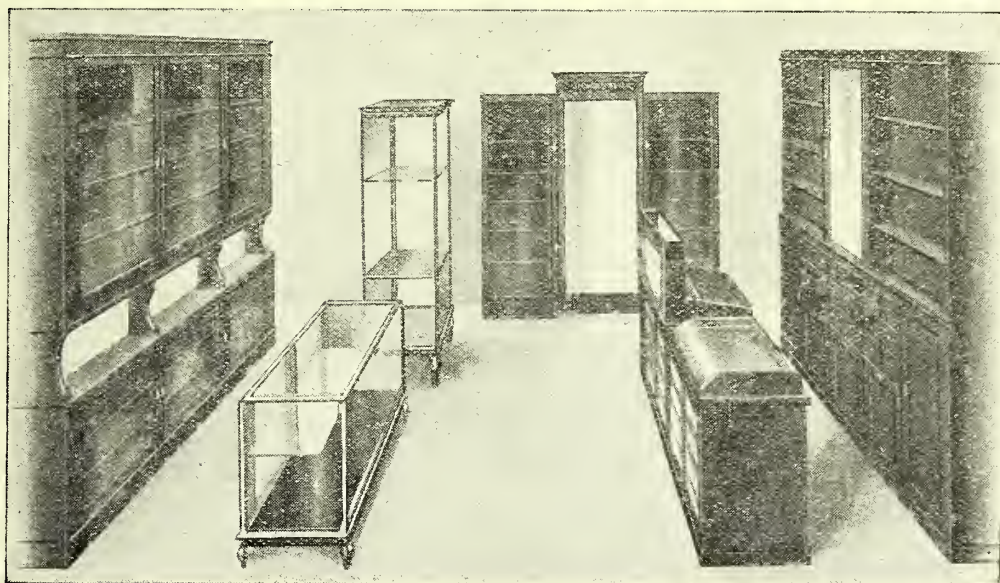
For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

KING'S

FOR

SHOWCASES AND FITTINGS



The Pharmacist who is opening new premises or who is about to modernise an existing Pharmacy cannot place himself in better or more experienced hands than the well-known Pharmaceutical Shopfitting firm of J. C. KING, Ltd. The experience of many years in this particular class of work enables us to appreciate the particular needs of the Pharmacist and at the same time co-operate with him in obtaining the correct atmosphere of the Pharmacy at the lowest possible cost.

WE WOULD WELCOME A VISIT FROM YOU TO OUR STANDS NOS. 5 and 6 at the FORTH-COMING CHEMISTS' EXHIBITION, MAY 23-27, ROYAL HORTICULTURAL HALL, LONDON.

The above illustration shews a selection of Modern Fittings which ensure maximum display combined with substantial and dignified appearance. The fittings illustrated consist of the following units:—

Oak or Mahogany Frame				Oak or Mahogany Frame			
1-6'	Dispensing Screen	-	-	£19	10	0	
1-6' 3"	Silent Salesman	-	-	£10	0	0	
1-6'	Glass Counter	-	-	£10	0	0	
1-8'	Wall Showcase	-	-	£20	0	0	
1-8'	Drug Run	-	-	£25	0	9	
1-8'	Glass Fronted Counter	-	-	£12	0	0	
1-3'	Bent Glass Counter Case	-	-	£3	3	0	
1-2'	Perfume Case and Dcsh	-	-	£5	0	0	

The Outfit **£100 0 0** Complete

This Complete Outfit can be supplied on an initial payment of £8 15s. 0d. and 11 further monthly payments of £8 15s. 0d.

WE WILL BE PLEASED TO FORWARD OUR NEW CATALOGUE No. 1013 POST FREE ON APPLICATION

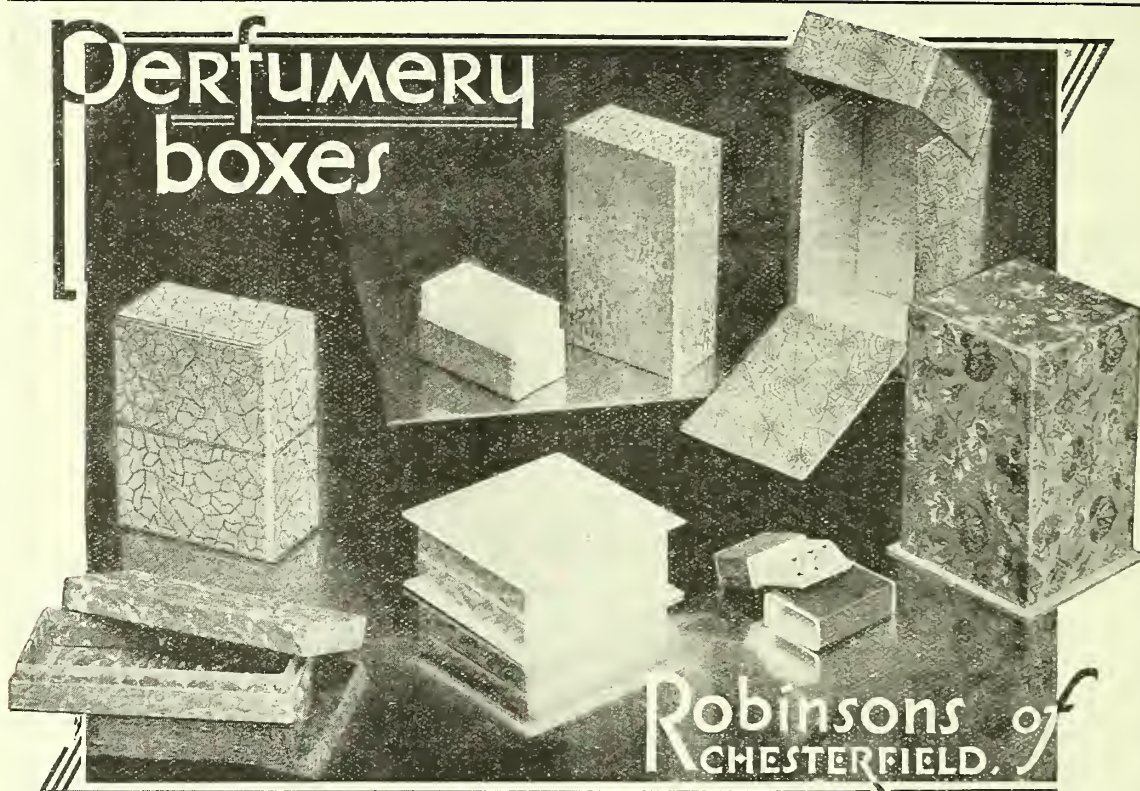
J. C. KING, L^{TD.}

SHOPFITTING SPECIALISTS

42-60 GOSWELL ROAD, LONDON, E.C.1

'PHONES :—CLERKENWELL 2316 (6 lines).

'GRAMS :—" MAINBOOM, LONDON."



WHEAT BRIDGE MILLS, CHESTERFIELD & 168, OLD STREET, LONDON, E.C.1.

PURE RUSSIAN
LIQUID PARAFFIN MEDICINAL B.P.
 ALL GRAVITIES. HIGHEST VISCOSITY.

PURE RUSSIAN
"JASMINE" BRAND WHITE OILS
 CHEMICALLY PURE. WATER WHITE. ODOURLESS.
 FOR MANUFACTURING PURPOSES.

Competitive Prices. Best Quality. Immediate Delivery.

THE PURE RUSSIAN LIQUID PARAFFIN CO., LTD.
80 BISHOPSGATE, LONDON, E.C.2

Telephone: LONDON WALL 7132-7133.

Telegrams: "INVATORE, STOCK."

Your great OPPORTUNITY for a RECORD WEEK!

Dr. Scholl's
Foot Comfort

Week

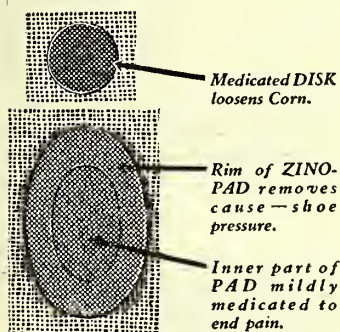
May 21ST to 28TH

Did you see the "Scholl" Whole-page advertisements in "The Daily Express" and "The News Chronicle" on Monday last, May 16th?

They were only the forerunners to the sensational advertising programme arranged for Dr. Scholl's Foot Comfort Week—now a recognised annual institution.

The great campaign begins on Saturday, May 21st, with Whole-pages in "The Daily Mail," "The Daily Express," "The Daily Herald," "The News Chronicle" and all other important papers. Dominating large-space advertisements will follow every day until May 28th.

Dr. Scholl's Zino-pads—with the



NEW MEDICATED DISKS
will be prominently featured in
SENSATIONAL ADVERTISING

The new MEDICATED DISKS now included with **Corn & Callous** sizes of Dr. Scholl's Zino-pads have already doubled Zino-pad sales! They will be largely featured in Foot Comfort Week Advertising.



First apply Medicated Disk directly to Corn or Callous. Surrounding tissue unaffected.



Cover Disk with Zino-pad to end pain at once and remove pressure and friction of shoes.



In 48 hours Corn or Callous is thoroughly softened and loosened for safe, easy removal.

Sales will climb still higher! Every Chemist who makes a strong window display of Dr. Scholl's Zino-pads and all of Dr. Scholl's Aids to the Feet for the week May 21st to 28th will link his shop with the powerful "Scholl" Advertising Campaign.

SPECIAL BONUS! 14 - to - the - dozen on
Dr. Scholl's BATH SALTS

UNTIL

MAY 28th

In two years Dr. Scholl's BATH SALTS has captured a strong place in popular demand. This line will sell still more readily as a result of Foot Comfort Week Advertising. And a special 14-to-the-dozen Bonus (until May 28th) gives another splendid opportunity for big profits. Cover your needs for the summer while this Bonus lasts! Order through your Wholesaler.

THE SCHOLL MFG. Co. Ltd., 188-194 St. John St., London, E.C.1

B B

"SELL THEMSELVES" *say*

CHEMISTS *who* **STOCK**

PACKED PHARMACEUTICALS

made by

BARRETTS

of **BLACKBURN**

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

Wholesale Trade only.

STERNS LTD.

Royal London House, Finsbury Sq., London, England

Telegrams: "CENTUMVIR, TELEW, LONDON."





**SEND
FOR
THIS
NEW
DISPLAY
STAND**

CORNOL

BRAND

CORN REMOVER

Neat, elegant, and most effective sales aid—this NEW DISPLAY STAND takes up little room and makes a striking display in any window.

This is the season when "Cornol" sells. A display means money for you. Take advantage of our SPECIAL OFFER.

BONUS OFFER

3 dozen 1/3 "Cornol" Brand Corn Remover	at 11/6	Cost £1 14 6	Sells for £2 5 0
1 dozen FREE	- - - - -	-	15 0
Less 5% One Month	- - - - -	1 9	-
		<u>£1 12 9</u>	<u>£3 0 0</u>

You spend £1 12s. 9d. You get back £3 0s. 0d. That is £1 7s. 3d. Clear Profit.
This means nearly 7d. Profit on every Bottle.

THOMPSON & CAPPER WHOLESALE LTD.
MANESTY BUILDINGS, COLLEGE LANE, LIVERPOOL

*This wonderful
automatic machine for
Roll Films*

now to be seen at

STAND 18 A

CHEMISTS' EXHIBITION



Without exception
everybody who has
inspected these Ma-
chines has purchased.

THE **PRICE** IS THE FACTOR

JOBLING, GLENNIE & CO.

52 Queen Victoria St., London, E.C.4

(LIQUIDATION OF TRADE STOCKS)

Telephone : City 7343.

Telegrams : Glendrapo, London

FORMERLY LISTED AT

£12 - 12 - 0

NOW

50/-

SPECIFICATION :

Fully patented non-rust-
able and foolproof coin
rejector.

Return cup provided for
rejected coins. (Coins
automatically returned
when machine is empty.)
Universal transfer plate
indicating brand.

**Non - rustable and
damp-proof drawer.**
Patented mechanism.

Heavy gauge pressed
steel cases. Multiple
lever locks.

Height : 34", width : 7",
depth : 7½". Cellulose
finished.

Magazine to hold stand-
ard packets, Kodak,
Agfa, Selo, 2¼" × 3¼".
Fixture to wall is made
by means of screws
through specially
strengthened bars from
the inside of machine.

£1 With Order,
Balance on Delivery.

"Adaptocaps"

*will give
your bottles
Distinction*

These Dry Bottle Caps are made in all sizes and
colours, clear and opaque. They are Self Sealing, of
unrivalled quality and BRITISH MANUFACTURE.
Special low rates for large contracts. Let us quote you.

The London Capsule Co
EMPIRE WORKS, MITCHAM RD., CROYDON
Telephone : Thornton Heath 3014

**EDUCATING
THE PUBLIC**

One of the most effective pieces of public
propaganda on behalf of the chemist is the
booklet

**THE BUSINESS
OF A
CHEMIST AND DRUGGIST**

It sets forth clearly and concisely the functions of a
pharmacist, his training, the restrictions of his
trading and other matters of especial interest to the
public at the present time.

Supplies of these booklets at the rate of

50 copies for 2/9

are obtainable from :—

THE CHEMIST AND DRUGGIST
28 ESSEX ST., STRAND, LONDON, W.C.2

BRANCH OFFICES:

Manchester, Sheffield, Glasgow Melbourne and Sydney
(Australia). Auckland (New Zealand).

two famous preparations of a retail pharmacist — *now for general distribution!*

"NASCIODINE"

BRAND

**MEDICATED
MESSAGE CREAM**

"CARLSBURGA"

BRAND

**Concentrated Mineral
HEALTH WATER**

For years, these preparations were sold exclusively by the late T. Morgan Davis at his pharmacy in Leicester Square. Their turnover was enormous for a retail pharmacy. It is now our intention to market "Nasciodine" and "Carlsburga" generally. WE SHALL BE GLAD TO WELCOME YOU AT

STAND 94

where all details about both these preparations will be willingly given ; also, particulars of attractive introductory offers.

A. Morgan Davis & Co. Ltd.

194 LEWISHAM HIGH ROAD LONDON S.E.4

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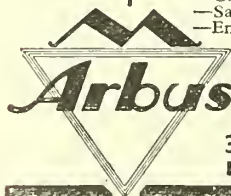
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VOL. 116. NO. 2728

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News of the Week

Import Duties Advisory Committee

The Import Duties Advisory Committee give notice that they are considering applications made under Section 1 (3) of the Import Duties Act, 1932, for the addition of the following goods to the Free List:—Pulpwood logs; the common reed (*phragmites communis*); museum specimens consigned to any approved gallery or museum or other institution; paintings in oil or water-colours, pencil and charcoal drawings, or pastels, on canvas or paper (including board); glycol ethers and glycol ether esters; bromine; boron minerals imported in a crude state; white arsenic. Natural but not terpeneless oils, the following:—Aniseed, bois de rose, brown camphor, bergamot, citronella, geranium, lavender, lemon, peppermint. Any representations concerning these applications should be addressed in writing to the secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, London, S.W.1, not later than June 2.

Public Analysts' Reports

In a report to the Warwickshire County Council, the public analyst draws attention to the difference between unguentum iodi B.P. and unguentum iodi denigrescens B.P.C. He adds:—"As potassium iodide is a very expensive chemical, the latter form is much cheaper to produce, although its uses are similar to those of the British Pharmacopœia article. The official ointment, however, contains on an average about 3.5 per cent. of free iodine, whilst the denigrescent form, if it is to be really non-staining, should contain less than 0.5 per cent. of free iodine. Of three samples purchased as iodine ointment, one consisted of the genuine article and the other two of denigrescent iodine ointment. The pharmacists supplying the unofficial ointments have been cautioned."

The Cheshire County public analyst makes the following remarks on Gregory's powder:—If the British

Pharmacopœia is taken as the correct formulary, one sample was at variance with the composition therein laid down, in that it contained 17.5 per cent. of hydrated carbonate of magnesia and 44 per cent. only of magnesia, the balance being rhubarb and ginger. . . . The incidence of the carbonate does not necessarily mean a wilful substitution—conversion of one into the other compound may arise naturally through the dual influence of atmospheric moisture and carbonic acid, but this effect can be and ought to be restricted by careful storage and due attention to this disability in the dispensing of the material." Similarly, he points out that the B.P. official tests for quality demanded of magnesia include one in which the "loss on ignition" (due to the moisture and carbonic acid) is required not to exceed 1 per cent., whereas one sample lost 14 per cent. under these conditions, either by substitution or progressive "weathering."

Inquests

An inquest was held at Paddington, London, W., on May 17, on the body of Doris M. Brumpton, a registered nurse, who was found dead at St. Anne's Villas, Kensington. Mr. William J. Saul, chemist and druggist, a chemist's manager, deposed that on the day before Miss Brumpton's death she telephoned for a hypodermic syringe, which was supplied. Dr. Harold E. Gamlen, giving evidence, stated that he was employed in electrical research work. Before that he was for two months medical superintendent of a nursing home for drug addicts and alcoholics. On the date mentioned Miss Brumpton was complaining of stomach ache. He stayed late at the laboratory, and when he returned he formed the opinion that she had taken too much belladonna, or something of a similar nature. The Coroner: Did this young woman ever take any morphia?—Not to my knowledge. Are you yourself a drug addict?—Yes: You have been taking more since she died?—Until

lately, yes. How much before she died?—I should think about 6 gr. a day. Have you written prescriptions for her to obtain morphia to the amount of 59½ gr. in the last few months?—I cannot tell without checking. Do you know she died from morphia poisoning?—No. Well, you can take that from me as being true. Have you received 189 gr. of morphia on prescriptions written by yourself or your friend Dr. Scott?—Yes. After other witnesses, including Sir Bernard Spilsbury and Dr. Roche Lynch, had given evidence, an open verdict was recorded.

Manchester

The arrangements for the closing of Manchester chemists' shops for Whit week seems to be on the same lines as in past years, in spite of the recent agitation made by business organisations in the city.

The Manchester, Salford and District Pharmacy Club held a whist drive at the Victoria Hotel, Manchester, on May 11. Commencing at 8 p.m., the proceedings were enlivened by a gramophone recital until 8.45 p.m., after which some seventy-five members and friends (the largest attendance at any similar function since the inception of the Club) commenced to play whist. After about ninety minutes' play refreshments were served, and then Mr. J. H. Franklin presented the prizes as follows:—*Ladies*: (1) Mrs. J. H. Franklin, (2) Mr. Cronin (playing as lady), (3) Miss Ball, *Gentlemen*: (1) Mr. Phillipson, (2) Mr. Keith, (3) Mr. Ramsden. The prizes were given by Mrs. Simmons, Mr. Miller, Mr. Wood, and the Pharmacy Club. A vote of thanks to the donors of the prizes was passed, proposed by Mr. Edwards, and seconded by Mr. Walters. Mr. Franklin said he had next a most pleasing duty to perform, and that was to present to Mr. A. E. Thorpe a gold watch suitably inscribed, as a slight token of their esteem, from the Manchester, Salford, and District Pharmacy Club. Mr. Thorpe had been a pillar of strength during the four years' life of the Club.

Miscellaneous

FIRE.—A fire broke out on May 14 at 95 Farringdon Street, London, E.C., the premises occupied by Barclay & Sons, Ltd., druggists' sundriesmen, and resulted in



(Central Press Photograph)

considerable damage to premises and stock. After about two hours the flames were under control, but three upper floors and part of the roof were destroyed. Adjoining premises were involved in the outbreak, and the premises at 6 Ludgate Circus, occupied by Mr. A. B. Curtis, manufacturing chemist, had the doors, window and roof slightly damaged.

COMMERCIAL TRAVELLERS' CONFERENCE.—The annual conference of the United Commercial Travellers' Association of Great Britain and Ireland was held at Newcastle-on-Tyne on May 16, 17 and 18. The Association, which was established in 1883, numbers about 17,000 members.

DANGEROUS DRUGS ORDER.—The Dangerous Drugs (Approved Institutions), No. 12 Order (1932), dated April 25, has been published (price 1d.) by the Stationery Office. It gives lists of approved institutions and prescribes the conditions to be observed in each case. The Dangerous Drugs (Approved Institutions) Orders, Nos. 3 to 11 inclusive, are revoked by the new Order.

POISON-LICENCE APPLICATION.—At a meeting of the Ryde Town Council, on May 10, on the General Purposes Committee recommending the granting of licences for the sale of agricultural and horticultural poisons, Mr. E. W. Pollard, B.Sc., chemist and druggist, High Street, moved that the granting of such licences should be referred back for reconsideration. He maintained that chemists were the persons to supply poisons. Another member, in seconding, said that he thought it was unfair to qualified chemists to grant such licences, but on being put to the vote the amendment was lost and the licences granted.

Scottish Notes

Brevities

Influenza is still prevalent in Scotland. The typical symptoms are associated with septic throat.

Mr. H. Crowther, chemist and druggist, has been appointed Scottish representative for Cuxson, Gerrard & Co., Ltd., Birmingham.

"After reading the proceedings of the delegates' meeting," writes a correspondent, "one is reminded of the words of the old song:

"We're a' Jock Tamson's bairns,
For I ken you, ye ken, an' you ken me."

"With reference to 'Xrayser's' note regarding the erasure of names in the Council election papers (C. & D., May 4, p. 501)," writes another pharmacist, "this method is strictly adhered to in the election of the North British Executive."

The Scottish Chemists' Bowling Association desires to draw the attention of chemist bowlers to the rink competition for the Ayrtoun, Saunders trophy, which will take place at Perth on June 1. Entry forms are now being sent out; any chemist who is desirous of being present and does not receive particulars in a few days should apply to the secretary, Mr. J. S. B. Heddlie, chemist and druggist, 27A Leith Walk, Leith.—It has been decided to hold the Pairs competition for the D. & W. Gibbs trophy at Stirling, on June 29. Entry forms will be sent out in due course.

Glasgow

The shop of Mr. Angus M. Reid, chemist, Main Street, Cambuslang, Glasgow, was broken into on May 14; some money and a gold signet ring were stolen.

A fine of £3 3s. was imposed, recently, on a Glasgow man for creating disturbance in a welfare clinic in the city and threatening to strike a doctor for refusing to supply emulsion for a child who, the doctor said, was not needing it.

The bowling section of the Glasgow Pharmacy Club held their first rink game of the season on Clarkston Green, recently. The prizes presented by the president of the club, Mr. William Peebles, were won by Messrs. William Peebles, A. W. Calder, F. B. Gray, and H. P. Arthur, Skip (12 shots up).

Irish Notes

The Free State Budget

The budget for the next financial year of the Irish Free State, introduced in the Dail on May 11 by the Finance Minister (Mr. S. MacEntee), provides for an estimated net expenditure of £26,926,000 and an estimated revenue of £23,310,000, leaving a deficit of £3,616,000 (or in certain circumstances of £5,516,000). The income tax standard rate has been increased from 3s. 6d. to 5s. in the £, with various contingent changes in its incidence. Corporation profits taxes are to be increased, the level reduced from £10,000 to £5,000, and the rate increased to 7½ per cent. (10 per cent. applicable to foreign companies trading with the Free State which have no Free State register of shareholders). As to the forty-three new import duties imposed, it is stated that "where an article can be regarded as chargeable with two or more of the duties mentioned in the resolution, such article shall be deemed to be liable only to that one of those duties in respect of which the greatest amount of duty would be payable, and such article shall accordingly be chargeable only with such duty." The new import duties include:—

Toilet (including shaving) soaps, soap powders and soap substitutes, 37½ per cent., with 25 per cent. preferential rate.

All other soaps, soap powders and soap substitutes, 22½ per cent., with 15 per cent. preferential rate.

These duties shall not be charged on any of the following substances when imported otherwise than as a part or ingredient of any preparation:—Sodium carbonate, sodium silicate, caustic soda, potassium carbonate, caustic potash, ammonia, borax.

Articles of the nature of disinfectant, insecticide, germicide, verminicide, vermicide or fungicide which pass in commerce under the designation of a proprietary name, 22½ per cent., with 15 per cent. preferential rate.

Razors and component parts, 15 per cent., with 10 per cent. preferential rate.

Cameras and photographic apparatus, 15 per cent., with preferential rate 10 per cent.

A package tax of 1d. per lb. on food, drink, cosmetics, or medicinal preparations made up in packages, if the weight of the package does not exceed 7 lb., minimum duty 2d.; or if liquid, six pints 6d., minimum duty 2d.

A duty of 50 per cent. on all mineral, hydrocarbon and white oil.

There is a duty of 6d. on tea (preferential rate 4d.). The tobacco duty is increased by 1s. 2d. per lb., and tobacco licences are to cost more. Public services are to be drastically cut.

As to the package tax of 2d., we understand that a "package" is interpreted to mean any bottle, box, envelope, wrapper, carton or other container. A large package containing several smaller packages will have duty charged on the smaller packages. The only type of packages exempt are packages containing toilet soaps, soap powders and soap substitutes. The soaps themselves are dutiable in this case. Chemists generally are of opinion that this tax will cause much inconvenience. The effect of the new duty will be to increase the price of most proprietaries and cosmetics in the Free State. Few of the large British wholesale houses with branches in Dublin are prepared at present to do packing in the Free State. One Free State chemist expressed the view that the new package tax would probably lead to many chemists returning to the old practice of buying in bulk and doing their own packing.

The tax on packets and bottles has evoked comments from well-known members of the wholesale and retail drug trade. Mr. Smyth, director of Hayes, Conyngham & Robinson, Ltd., stated that it was not clear in the case of one large packet which contained a gross of smaller packets whether the imposition was to be on each small packet, or on the large packet of a certain weight. If the tax of 2d. were placed on the smaller packet, the price of cheap articles, such as shampoos, would be prohibitive until the manufacturers established themselves in this country. Mr. D. J. Nugent,

ex-president of the Pharmaceutical Society of Ireland, expressed his approval of the new measures. "I have been advocating this for a long time," he said. "A lot of stuff which is imported can be packed in this country. I believe that this tax on packages will do good eventually." Sir Thomas Robinson regarded this tax on medicinal preparations packed ready for sale as very serious and as tending to increase the cost of living. Evans Sons Lescher & Webb, Ltd., Liverpool, have decided to do the greater part of their packing and filling for their Free State trade at their Dublin branch. Mr. J. W. Wright, one of the directors who crossed to Dublin to complete arrangements, informed the Irish representative of THE CHEMIST AND DRUGGIST that the new arrangement would be in operation within eight or ten days.

Brevities

Mr. W. G. Whitney, L.P.S.I., New Ross, is retiring from business.

Mr. F. Robson, Ph.C., is opening a pharmacy at High Street, Newtownards.

Mr. W. Creaven, L.P.S.I., is opening a business in Main Street, Loughrea.

Mr. P. J. Hogan, Ph.C., has opened a business at 3A MacCurtain Street, Fermoy, co. Cork.

Mr. William Richardson, Ph.C., Annan, has been elected vice-president of the local merchants' association.

Widespread sympathy is felt by chemists in the Free State with Sir Thomas Robinson (Hayes, Conyngham & Robinson, Ltd.), on the death of his brother, Dr. John Robinson, which occurred recently.

At Portadown, recently, Johnston Crossey died from taking liniment in mistake for chemical food. The bottle contained liniment of aconite, liniment of belladonna and liniment of chloroform. A verdict of "Death from misadventure" was returned.

Mr. T. W. Corcoran, L.P.S.I., North Strand, Dublin, who is regarded as one of the outstanding dog fanciers in the country, was the subject of a special article in the Dublin "Evening Mail" on April 30. Mr. Corcoran specialises in the breeding of Irish wolf hounds, and one of his prize animals was chosen as the model for the hound on the Free State sixpence.

Introducing the Ministry of Labour estimates in the Northern Ireland Parliament at Belfast, Mr. J. M. Andrews referred to medical benefits. He said that the scheme was working very smoothly and satisfactorily, and complaints were few; 499 doctors and 405 chemists were working the scheme. The demands on the approved societies had increased, largely owing to the fact that when the scheme was started it was the first contributory scheme of the kind which was launched. In addition, on account of unemployment, the contribution income had fallen off to a very considerable extent. The general position, however, had improved.

Belfast

The Police Committee of Belfast Corporation has declined an application from Mr. James L. McGrath, Donegall Pass, for a licence to sell poisonous substances.

The pharmaceutical students, past and present, of the Belfast Municipal College of Technology, held their third annual picnic on May 11. A party of about seventy left the College in motor coaches for Shane's Castle and Lough Neagh, travelling via Lurgan, Aghalee and Crumlin. After exploring the old castle with its wonderful underground passages and rooms, tea was served in a hotel at Antrim. After tea Dr. Wren made a short review of the year's work and welcomed the honorary guests, Mr. Earls (principal of the College) and Mr. J. E. Connor (president of the Pharmaceutical Society of Northern Ireland), who were accorded a true students' reception. Subsequently an informal dance was held to music supplied by the students. Among others present were Dr. and Mrs. Connor, Mr. Fred Storey (president of the Chemists' and Druggists' Society of Ireland) and Mrs. Storey, Dr. and Mrs. Wren.

Westminster Wisdom

Notes on Parliamentary Matters

MEDICINE STAMP ACTS

Sir Alfred Beit asked the Chancellor of the Exchequer on May 12 whether, in view of the decline in the yield of the stamp duties, he will now consider amending the Medicine Stamp Acts with the object of rendering all medicines protected by registered names or trade marks liable to duty, even if they be of a known, admitted, or proved nature.

Mr. Chamberlain: I do not think that my hon. friend's suggestion can be accepted, but I am having the present position under the Medicine Stamp Acts examined in order to see whether some amendment of those Acts is desirable.

COCAINE IN GLASGOW

Mr. McGovern asked the Home Secretary on May 11 if he is aware that cocaine is being offered for sale by persons frequenting prominent dance halls in Glasgow; he himself saw a portion offered for sale and knew it to have been tested.

Sir H. Samuel: Police inquiries have not revealed any evidence of cocaine traffic in dance halls in Glasgow, but I shall be glad if the hon. member will let me have any information in his possession so that the matter may be investigated.

Retail Pharmacists' Union

Branch Meetings

Bournemouth.—The Bournemouth and District Branch held their first "open" meeting on May 10, Mr. Norman K. Phillips in the chair. There was a good muster of members to entertain more than half their

number of assistants. Miss Ruth Hardwick gave a description of the processes in tablet-making, showing how various prescriptions would be handled, and in many cases exhibiting the finished product. Mr. A. E. Robinson also took great pains to make his subject appeal to his listeners by bringing apparatus and describing each step of the preparation of ampoules. He appealed to members to set up facilities for ampoule-making, and to let the medical profession know of their willingness to undertake the work. A vote of thanks to both speakers, on the motion of Mr. A. F. Attwell, was warmly applauded. The following resolution met with unanimous and enthusiastic approval:—"That the thanks of this Branch be extended to Mr. F. E. Bilson for his many years of service to the cause of pharmacy; to congratulate him upon his twenty-one years of work on the Council of the Society, and to wish him health and happiness in the years to come." It was decided that arrangements should proceed for an afternoon outing on June 15 to which assistants and apprentices should be invited.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Wednesday, May 25

Manchester and District Pharmacists' Golfing Society, Reddish Vale Golf Club. Play for Messrs. Kerfoot's trophy.

The British Chemical and Dyestuffs Traders' Association, Ltd. Annual general meeting of members at the Howard Hotel, Norfolk Street, London, W.C.2, at 2.30 p.m. Luncheon at 1 p.m.

Thursday, May 26

Manchester Pharmaceutical Association, Council Chamber, Houldsworth Hall, Deansgate, at 8.30 p.m. Special meeting to amend rules and by-laws.

Topical Reflections

By Xrayser

The Delegates' Meeting,

of which you publish an abridged official report (*C. & D.*, May 14, p. 536), appears to have been conducted in an atmosphere of goodwill, while many of those who came with permission to curse the policy of the Pharmaceutical Society's Council seem to have stayed to bless it. It does not appear to me that any sort of case worth mentioning was put up for further opposing the Pharmacy and Poisons Bill in the event of that measure being reintroduced into Parliament, and it is probably safe to assume that we shall now find the Council actively supporting the Bill when again on the active list. But it yet remains to be seen what attitude will be adopted towards the measure by the Retail Pharmacists' Union at the conference of representatives to be held on May 25. If that attitude should prove to be on the whole antagonistic, with the result that the Executive of the R.P.U. feels compelled to notify its continued opposition to proposals set forth in the Bill, we may have to wait a good while before anything further is heard about it in Parliament.

Testimonials

are presented nowadays to all sorts of people, on all sorts of occasions, and for all sorts of reasons; but I must admit that the organisers of the scheme for showing worthy recognition of the wonderful services rendered to pharmacy and pharmacists by Mr. Herbert Skinner have hit upon something that it is well should be done. It is not difficult to find those in our ranks who have been more than fifty years in pharmacy, and there are doubtless some honorary secretaries of associa-

tions who have a long period of service to their credit. But it is Mr. Skinner's proud boast to be able to claim the twofold record, in addition to which he has many other claims to our goodwill and gratitude. He has not simply spent the fifty years in pharmacy, but has occupied the time, apart from his regular duties, in working continually to benefit the craft and those who practise it. His contributions to the *C. & D.*, which are always intensely practical, reveal him also as a skilful chemist and pharmacist, able to solve such problems as present themselves to all of us at times in ways that must commend him as a coadjutor to the numerous physicians, surgeons and pharmacists who resort to him for advice.

The Metric System

is taught in this country, we are informed, but not used in teaching by bodies engaged in teaching medical students, and it may be added that there does not appear to be any advantage in using it in connection with the prescribing and dispensing of medicines. In spite of its apparent simplicity, the metric system of weights and measures introduces complications into prescribing and dispensing practice, and its use has been found to be attended by a much greater risk of error than was ever associated with the apothecaries' system. The comparatively few prescriptions written in this country with quantities expressed in terms of the metric system are apt to be regarded as an unmitigated nuisance by those who have occasion to handle them, and I see not the slightest prospect of such prescriptions increasing greatly in number.

Legal Reports

Pharmacy Acts (Ireland).—In the Dublin District Court, on May 11, before Mr. Little, Miss Rebecca Tomkin, Ph.C., 10 Marino Mart, was summoned by the Pharmaceutical Society of Ireland for thirty-two alleged offences against the Pharmacy Acts. In seven other cases Miss Rose O'Donohoe and Miss Angela Devine were defendants. Mr. Vincent Keiran, solicitor, appeared for the Pharmaceutical Society, and Mr. J. McCarthy, B.L., defended. The summonses against Miss Tomkin and her assistants were principally for selling poisons in boxes, bottles or wrappers on which the name of the drug and the word "Poison" were not distinctly marked. Mr. McCarthy raised a preliminary objection to the form of the summonses, stating that one batch was taken in the name of Miss Gertrude Rutland, an inspector of the Society, and another in the name of another inspector. Counsel said he would not press the point that the name of the Attorney-General should appear, as his clients had a good defence on the merits. Miss Rutland, giving evidence, said that on February 8 she went to Miss Tomkin's shop. Miss Tomkin was there with her assistant Miss Angela Devine. Witness asked Miss Tomkin for a box of Smith's Ergo-Apiol Capsules. Miss Tomkin said she did not think she could sell them; but on consulting a book said, "Oh, I can," and passing over the tablets said they were 6s. 6d. Witness purchased the tablets, which were simply wrapped up in brown paper in the original packet. The packet was not labelled "Poison" and witness did not sign any book. Other purchases of the same kind were made later. A copy of a price list issued by the Dublin and Provincial Retail Drug Association was produced by Mr. McCarthy. In that price list "Ergo-Apiol Capsules, price 6s. 6d." appeared with the letters "P.2." There were two Poisons Schedules, and counsel explained the meaning of the letters "P.2." Miss Ryan, public analyst, stated that she received five packages from Miss Rutland for analysis. Dr. Patrick Byrne, of the Mater Hospital, stated that the substances referred to were poisonous, but had their legitimate use by medical practitioners. One was an irritant poison, and was almost obsolete, owing to its dangerous nature. Miss Sheila O'Dea, secretary of the Apothecaries Hall, said that the names of Angela Devine and Rose O'Donohoe did not appear on the licentiate list of the Hall. Mr. J. J. Kerr, registrar of the Pharmaceutical Society, stated that neither Miss Devine nor Miss O'Donohoe was a qualified chemist or a registered druggist. The hearing was adjourned.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

C. H. TRACY, LTD. (P.C.).—Capital £500. Objects: To acquire the business of a chemist now carried on by C. H. Tracy at 5 Norman Road, St. Leonards-on-Sea, Sussex, as "C. H. Tracy."

LONDON PERFUMERY CO., LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of perfumes, soaps, bath salts and toilet requisites, etc. R.O.: 93 Mortimer Street, W.1.

W. J. YVONNE ET CIE, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in all kinds of toilet requisites, preparations, etc. R.O.: 8A Lord Street, Liverpool.

J. H. GREENHALGH (CHEMISTS), LTD. (P.C.).—Capital £500. Objects: To carry on the business of consulting, analytical, manufacturing, pharmaceutical chemists, herbalists, drug merchants, opticians, etc. Solicitors: Barker & Midgley, 277 Lytham Road, South Shore, Blackpool.

WILLINGTON MEDICAL PRODUCTS, LTD. (P.C.).—Capital £500. Objects: To carry on the business of chemists, druggists, drysalts, makers of and dealers in proprietary articles, etc. R.O.: Galen Laboratories, Dingwall Road, Croydon.

HAYFIELD CHEMICAL CO., LTD. (P.C.).—Capital £500. Objects: To acquire certain chemical formulas, to adopt an agreement with B. V. Lynch and P. E. L. Crawshaw, and to carry on the business of manufacturers of and dealers in chemicals, etc.

RICHARD HUDNUT, LTD. (P.C.).—Capital £5,000. Objects: To carry on the business of manufacturers of and dealers in perfumes, scents, soaps, pastes, powders, and toilet, medicinal, chemical preparations, chemists, druggists, etc. Solicitors: McKenna & Co., 31-34 Basinghall Street, E.C.2.

WALLBURN (LONDON) LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in barometers, photographic and scientific instruments, and optical goods, and manicure sets, chemists and druggists, etc. Solicitor: P. W. Baster, 186 Temple Chambers, E.C.4.

HAIR-CURL MANUFACTURING CO., LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers and distillers of and dealers in hair and toilette preparations, perfumes, essences, soaps, salves, ointments and powders, etc. Solicitors: Meade-King & Co., 22-24 Orchard Street, Bristol.

JAMES A. McKEAND & CO., LTD. (P.C.).—Capital £500. Objects: To acquire the business now carried on at 20 Latona Road, S.E., as "James A. McKeand," and to carry on the business of cork merchants and importers and general commission merchants, etc. R.O.: 20 Latona Road, Glengall Road, S.E.15.

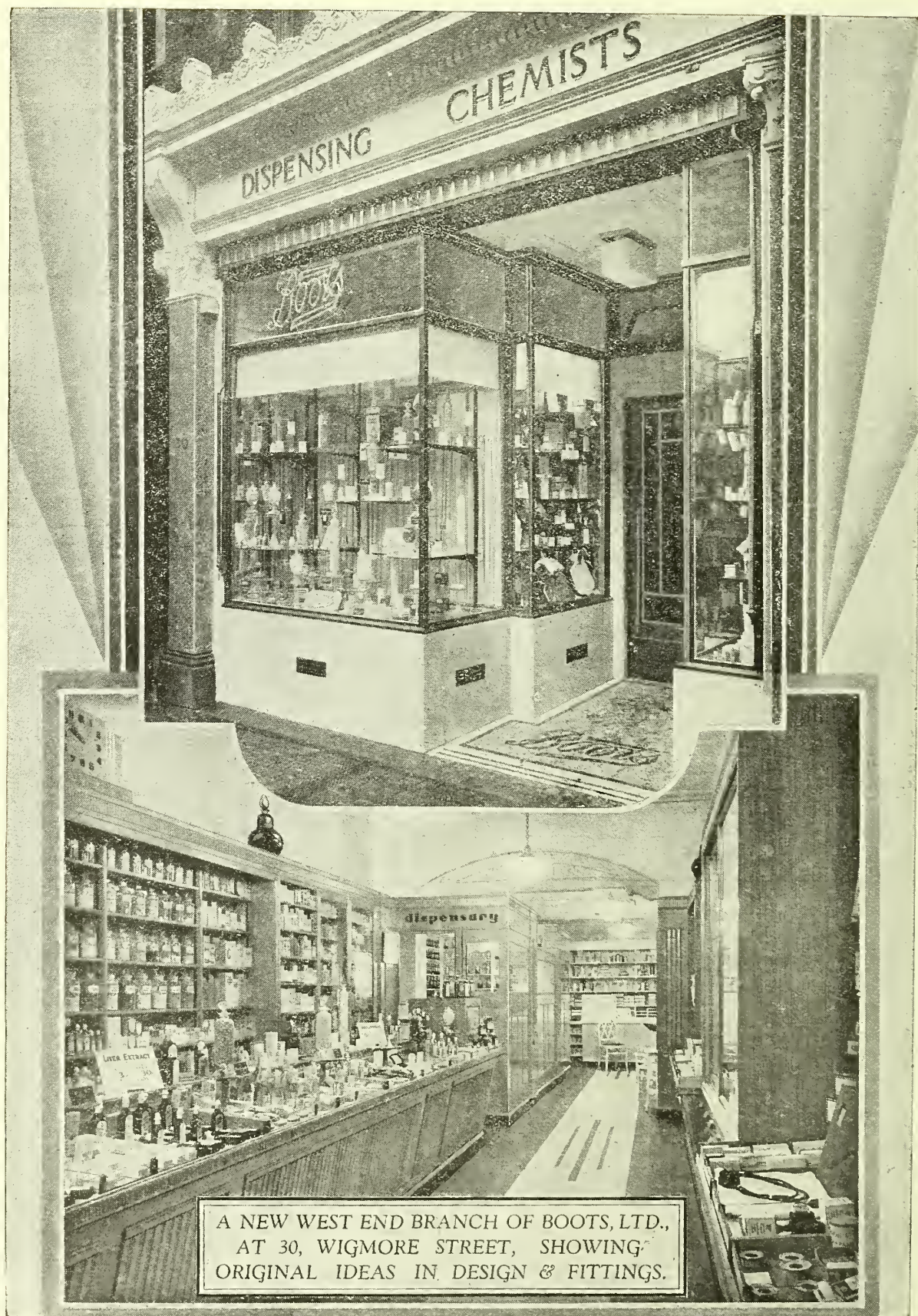
GALLIA, LTD. (P.C.).—Capital £14,000. Objects: To acquire and amalgamate the undertakings of Gallia Boncelle, Ltd., Gallia (London), Ltd., and Feminix, Ltd., and to adopt an agreement with H. Bullock, and to carry on the business of hairdressers' sundriesmen in all its branches, skin and beauty specialists, manufacturers of and dealers in hair perfumes and washes, etc. R.O.: 26A Albemarle Street, W.1.

MR. FRANK YOUATT, MESSRS. JONES, CREWDSON & YOUATT, chartered accountants, 7 Norfolk Street, Manchester, has been appointed chairman of Messrs. J. Woolley, Sons, & Co., Ltd., manufacturing chemists, Victoria Bridge, Manchester.

SHADFORD PRESCRIPTION SERVICES, LTD.—At the fourth annual general meeting held on May 11, a dividend of 8 per cent. per annum was declared on both the preference shares and the ordinary shares for the half-year ended January 31, 1932. The interim dividend for the half-year ended July 31, 1931, was also at the rate of 8 per cent. per annum.

Private Arrangements

O'Kelly's, Ltd., 62 Patrick Street, Cork, chemists and druggists.—At the meeting of the creditors the statement of affairs showed ranking liabilities of £2,033 1s. 9d., made up as follows:—Trade creditors, £1,686 11s. 6d.; cash claims, £200; rent, £130; and bankers, £16 10s. 3d. The assets consisted of stock, £1,316 12s. 2d.; book debts, £120 6s. 7d.; and shop fittings, fixtures and utensils, £237 10s.; making a total of £1,674 8s. 9d., or a deficiency of £358 13s. On behalf of the company an offer was submitted of a composition of 10s. in the £, payable by four quarterly instalments. During the discussion it was suggested that the offer should be increased to one of 15s. in the £, payable over eighteen months, and secured to the satisfaction of the creditors. It was decided that the meeting should be adjourned.



Pharmaceutical Society of Ireland

Council Meeting

THE monthly meeting of the Council was held at 67 Lower Mount Street, Dublin, on May 10, Mr. P. Brooke-Kelly (president) in the chair. The other members of the Council present were Messrs. C. Cremen (vice-president), T. Costelloe (treasurer), Dr. J. A. Mitchell, M. J. Kieran, J. McCormack, P. Kieran, P. J. Fielding, W. J. McKnight, J. A. O'Rourke, J. Gleeson, J. T. Dwyer, D. Warwick and M. J. Parkes.

PHARMACY RELICS PRESENTED

A letter, addressed to the registrar, was read from Dr. W. H. Ashmore, Monkstown, offering the following:—

(a) An old stone mortar from the pharmacy of the late Dr. John Evans, 49 Dawson Street (1684-1924).

(b) A showcard from an apothecary's shop in a country town.

(c) Some old jars and bottles.

THE PRESIDENT: Dr. Ashmore's suggestion is a very good idea. Nearly every such establishment like this should have a museum. If we started to form one for the last fifty years it would be a very interesting exhibition now.

THE REGISTRAR mentioned that previous donations of this kind had been made to the Society by Mr. W. McCarthy and Mr. Duggan.

It was decided to have the best thanks of the Council conveyed to Dr. Ashmore.

CHANGES OF ADDRESS

The following wrote notifying changes of address:—Messrs. M. Smith, M.P.S.I., to 219 Griffith Avenue, Drumcondra; Mr. D. J. O'Hanlon, to 5 College View, Western Road, Cork; Mr. P. J. O'Farrell, to 23A Main Street, Donnybrook.

PRELIMINARY REGISTRATION

Certificates from other bodies were submitted by the following, who were granted Preliminary registration:—Messrs. D. Slattery, M. Geran, Maurice Cashman, Matthew Birmingham, D. T. Dwyer, John P. Mulvany, and Misses M. J. Hynes and Annie J. Mulvihill.

POISON SCHEDULE

The Poison Schedule Subcommittee's report indicated that Part One of the Schedule had been completed and circulated to members of the Council.

REPORTS FROM EXAMINERS

Reports from the examiners to the Society were presented to the Council. [The results appeared in the *C. & D.*, May 14, p. 525.]

THE REGISTRAR mentioned that the Licence examinations were held at University College, Dublin, where the facilities given were of great convenience to the Society. It was decided to have the thanks of the Council conveyed to Dr. Coffey, president of the college, for the facilities granted.

ELECTIONS AND NOMINATIONS

Mr. W. Gallagher, 9 North Strand, Dublin, and Miss C. M. MacFeely, Daisy Hill, Ballybofey, co. Donegal, were elected members of the Society.

Nominations for membership were received from Miss M. Hazel, The Square, Bantry, and Mr. T. Horan, 30 Parnell Street, Clonmel.

The licences of the following were signed and sealed:—Messrs. E. J. Fallon, M. Nicell, M. O'Halloran, P. P. Greene, D. F. O'Sullivan, F. J. Keelaghan, J. A. Campbell, C. Murphy, P. J. Morgan, J. G. Freyne, D. M. Fair, J. A. Pattison, F. G. Moran, M. G. A. Flynn, R. K. Deevy, J. J. Morrissey, A. Hogan, R. Reilly, M. Coghlan, P. Brady, C. Collis and J. McGrotty.

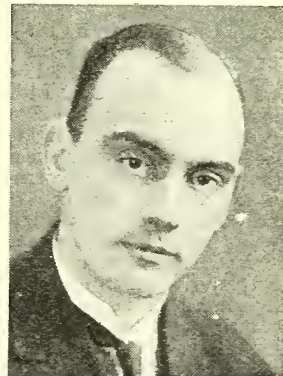
Sporting Events

The annual three-day tournament of the Irish Chemists' Golfing Society was held this year at the Baltray Links, co. Louth, on May 9, 10 and 11. There were over seventy entries for the various competitions. The first match was for the Maw cup, which was won by Mr. J. A. MacManus. The second prize, given by Kolynos, Inc., went to Mr. A. T. Roche. Mr. P. Larkin, Drogheda, carried off the "secret prize."

In the afternoon in the stroke competition the Erasmic cup was won by Mr. D. O'Reilly, who, playing with a handicap of 5, had a score of 75 net. Messrs. Heath's prize was won by Mr. Percy Harwood, with a net score of 76. The "secret prize," given by Bob Martin, Ltd., went to Mr. J. J. Roche.

On Tuesday morning the first victor of the day was Mr. D. O'Reilly, who won the St. Dalmas' prize. It was a tie between Mr. O'Reilly and Mr. J. A. MacManus, as both were 70, but in the play off Mr. O'Reilly won. Mr. MacManus was accordingly awarded the second prize, a clock given by Thomas Guest & Co., Ltd. The prize for the best net score for nine holes (presented by J. & E. Atkinson, Ltd.) was won by Mr. J. Fitzpatrick. In the afternoon Mr. A. Maher won the clock given by Evans Sons Lescher & Webb, Ltd. The second prize, given by Coty (England), Ltd., went to Mr. D. O'Reilly playing off scratch. Mr. Phil Ryan, Boyle, won the "secret prize." The prize for the best gross score, given by Boileau & Boyd, Ltd., was won by Mr. J. Gorry.

On Wednesday morning, the Captain's prize (given by Mr. R. Bates) for an eighteen-hole bogey, was won by Mr. J. Fitzpatrick with a score of 2 up. The second prize, given by J. C. Eno, Ltd., was won by Mr. J. McDonald. Five players tied for the prize offered by Potter & Moore, Ltd., and it was won by Mr. John Whelan, Galway, in the play off. In the afternoon competitions Allen & Hanbury's prize went to Mr. A. H. Roche, and that of Gillette Industries, Ltd., to Mr. A. W. Hughes. Second prizes were won by Mr. J. Costello, Galway, and Mr. P. M. Kavanagh. Third prizes were won by Mr. B. R. Smith and Mr. John Whelan.



MR. ROBERT BATES, M.P.S.I.

The tournament closed with an enjoyable dinner at the Baltray Hotel, at which the captain presided, and the guest of honour was Dr. Hardy, Drogheda, the captain of the Baltray Golf Club.

On the motion of Mr. Larkin, seconded by Mr. T. Toher, Sligo, a cordial vote of thanks was passed to Dr. Hardy and the committee of the Baltray Club for the use of the course for the three days. Dr. Hardy replied. Mr. J. Gubbins, Bray, moved a vote of thanks to Miss Glendon, manageress of the hotel, and the staff. Mr. Phil Ryan seconded. Mr. J. J. Roche proposed a hearty vote of thanks to the wholesale houses for the excellent array of prizes they had given, and which made the competitions possible. Mr. Ryan seconded and the vote was passed with acclamation. Mr. Hughes, on behalf of A. de St. Dalmas, Ltd., and Mr. Davidson for May, Roberts & Co., Ltd., replied. Warm tributes were also paid to the captain, Mr. Roche, and the secretary for their valued services to the Society.

The value of chemicals, drugs and dyes imported into Malaya during 1931 totalled \$11,509,797, compared with \$15,693,831 in 1930.

Palestine and Irak

From our Own Representative

MOST of the pharmacies in Jerusalem and other towns in Palestine are run by Palestinian Jews, but there appear to be rather too many pharmacies for the population. All these firms, however, stock British goods, and several of them do a large business in British products. German articles are, likewise, much in evidence. These pharmacies are not, as a rule, very large; but the best of them, such as those of A. Halaby Brothers & Co., Elie Kremer and the New British Drug Co. are well fitted and seem to be doing a prosperous business. I gathered that those trading with England usually get most of their goods through British wholesale houses, but many deal direct with manufacturers, such as Burroughs Wellcome & Co. and Parke, Davis & Co. Our coming off the gold standard has made some difference in the sale of British pharmaceutical products, the British civil servants and communities generally being accustomed to these goods. I observed, for example, that, in place of a proprietary brand, the glycerin and thymol preparations placed on the market by such houses as Ayrton, Saunders & Co., Ltd., and May, Roberts & Co., Ltd., were preferred. I picked up a blue "Shake the bottle" label, printed in English, Syriac and Hebrew. The interest of this label lies in the fact that Hebrew is being developed and

Shake the bottle before use

خض الزجاجة قبل الاستعمال
נענע חבקבון לפני השמוש

brought up to date by the Zionists through their schools and in the University of Jerusalem.

As regards industrial developments generally, the Palestine Potash Co., Ltd., established in 1930 to extract potash from the Dead Sea, seems to be making good. It holds what is known as the Dead Sea concession, employs 350 workers and has a capital of £400,000. Another important concern seems to be the "Shemen" Oil Mills, which produces mainly olive oil, employs over 100 workers and has a capital of £150,000. Besides producing and exporting olive oil, soap and vegetable fats, it has recently set up an oil paint department. This company, apparently, has interests in other countries, and must be a fairly big concern. Another large manufacturing and trading concern is the Palestine Colonisation Association at Benyamina. Its principal products are essential oils and perfumes. The perfume factory was established by Baron Edmund Rothschild in 1925. After, I was informed, experiments spread over a number of years in the cultivation of flowers, including scientific laboratory tests and investigations, it was found that there are certain flowers with distinctive odours that can be grown in Palestine with success, and the essences produced are used by many of the French perfume manufacturers. The essential oils principally obtained appear to be those of jasmine, rose and narcissus, and the specific perfumes produced at Benyamina are known as the "Aviva" brand. One firm at Artouf exports, I believe, thyme oil to some extent to the United States and to Great Britain. There are a number of other smaller factories in Palestine producing perfumes; the quantity of thyme oil exported during 1930 was 380 kilos, and in 1931 150 kilos. Jasmine oil to the quantity of 22 kilos was exported in 1931, and other essential oils made up a total of 105 kilos for the same year.

The Levant Fair

This exhibition happened to be open while I was in Palestine, and as it is the fifth Palestine and Near East Exhibition and Fair to be held I went to Tel-Aviv to see it. On the second day of opening it was quite unfinished, and the salesmanship at the stands that were open left much to be desired. I found it more like a little "Wembley" than anything else; but I gathered

that it is more important, or at any rate it will be so in the future, than its present size would suggest. The catalogue—an imposing affair—was not ready until quite a fortnight after the Fair was opened, and the closing date (April 30) was postponed until a week later. The public were allowed in all day, and the exhibits were of the same character as those seen at the B.I.F. According to a circular which I came across, pavilions in the Fair were taken by Great Britain, the United States, Austria, Italy, Irak, Belgium, Germany, Japan, Lithuania, Syria, Persia, Czechoslovakia, France, Canada, Turkey, Egypt, Poland, Roumania, Cyprus, Latvia, Switzerland and Bulgaria. The foreign exhibits numbered 1,110, and there were ninety pavilions. The area covered by the Fair is 52,000 square metres, and there were, it was said, 1,500 firms exhibiting. Some of the pavilions were quite well got up, but, as a whole, it seemed a small affair to anyone accustomed to a big exhibition. Statistics show that in 1929 120,000 people went through the turnstiles and the turnover of sales amounted to £50,000. Delegations came from several foreign countries, and I think the enthusiasm and push of the Zionists will make it bigger year by year. As for Tel-Aviv itself, it was founded in 1909, and in 1920 its population was only 2,000; now it has over 50,000. Small factories, mostly run by what are known as "little masters," have sprung up in hundreds, but many of them have already succumbed. My own belief is that economically they are making the same mistake as some other colonies in trying to develop secondary industries in an agricultural country. Some factories, said to have been well-equipped as regards machinery, were built to make buttons and furniture; they are no more, but now all manner of things, such as clothing, soap and false teeth are made in or near Tel-Aviv and Haifa.

At the Fair few of the attendants spoke anything fluently except Hebrew, which is the universal language in that part of Palestine, except among the Arabs, who largely boycott the Fair. Tel-Aviv is an intensely interesting experiment, which for political, religious and racial reasons is, I think, going to make good. There should be considerably more business in the future for Great Britain; and although no attempt at town planning has been made in Tel-Aviv some new factories looked, externally at least, quite up to date.

Some Exhibits

The local industries were contained in a pavilion with the rather grandiloquent title of the "Palace of Industry." Among those of interest to pharmacists were primarily the P.I.C.A. (Palestine Colonisation Association) of Benyamina, which was showing samples of the "Aviva" perfumery products already mentioned. There was also exhibited a tooth-paste, zinc oxide and other pharmaceutical and toilet products by S. Silber of Jaffa. A hut cleverly built to look as if it were made of salt housed the exhibits of the Palestine Potash Co., Ltd., and the products there shown included bromine, magnesium chloride, potassium chloride (in various grades) and carnallite. In the Cyprus pavilion were exhibited sacks of pyrethrum flowers, staphisagria insecticide, *Lavandula Stoechas*, *Lavandula Spica*, aniseed and linseed. According to the attendant these were grown in large quantities in Nicosia, and there was a considerable export trade. Other exhibits in this section included peppermint oil, lemon oil, thyme oil, eau de Cologne, and a face cream made from carobs by an American company in Cyprus and given the name



of Ceraton. The largest of the foreign pavilions was that of the U.S.S.R. The literature and markings on the articles shown were nearly all in Russian, but the attendant spoke little but Hebrew. Agricultural machinery and household utensils of very poor quality made up the bulk of the exhibits, but I observed bromide paper for photography, dry plates in packets, razors and surgical rubber gloves. The stand was enlivened with photographs showing how busy and happy are the workers in the Soviet Republic, and figures were displayed showing the great increase in the value and quantity of goods produced in Russia.

The Palestine Government Pavilion was very well done, and in the medical department I saw samples of the pharmaceutical products produced by many well-known firms. These included a range of "ampoules" produced by Parke, Davis & Co., Howard's quinine sulphate, Gale & Co.'s compound camphor liniment, Stafford Allen's powdered gum acacia, Gibbs's dentifrice and dental cream, various products of Potter & Clarke, Ltd., Evans Sons Lescher & Webb, Ltd., Arthur H. Cox, Ltd., and the Stemco Co. I also observed a display of surgical instruments by Down Bros., and of surgical dressings by Vernon & Co., Ltd., of Preston, and various specialities of Johnson & Johnson (Great Britain), Ltd. Several of these were shown by Solomon, Levin & Einstein, who specialise in the representation of foreign firms and who likewise were exhibiting the "Agfa" photographic specialities, Boxberger Bad-Kissingen Pills, Kutiak's (Vienna) chemical products, Sandow's mineral salts, and Selters-Sprudel and Bad Ems mineral waters. Another local firm showing foreign pharmaceuticals (principally German) was E. Schocher & Co. The products shown included the specialities of Chemische Fabrik Bavaria, Deutsche Milchwerke A.G., Diabetylin G.m.b.H., Dr. Laboschin A.G., L. Meyer Chem. Fabrik, Radioschlerin G.m.b.H., Sagitta Werke G.m.b.H., Dr. E. Sieten, Temmler Werke and Dr. E. Ritsert. A good pavilion was occupied by Imperial Chemical Industries, Ltd., which is firmly established in the country. The articles displayed included borax, dyestuffs, heavy chemicals, glues and fertilisers. In passing a Government plantation, I noticed a board indicating that the company supplied insect killers.

In the British Pavilion (which apparently was run by the Department of Overseas Trade) the exhibits were mostly of machinery, such as Tangye's oil engines, the

National Gas Engine Co., Ltd., Leyland and Thornycroft lorries, and so on. I also saw, however, exhibits of Cow & Gate Brand milk foods and Cooper, MacDougall & Robertson's insecticides; disinfectants and agri-horticultural preparations generally were well in evidence.

When I arrived in Baghdad, I found that the principal excitement was the Government of Irak Agricultural and Industrial Exhibition. This was, apparently, the first effort of the Government, and it looked rather like a dusty little Earl's Court. There were, however, a few exhibits of direct interest to pharmacists, amongst them being a display by Imperial Chemical Industries, Ltd., of paints and dyes, somewhat after the style of the I.C.I. exhibit at Tel-Aviv, but not comparable in size or variety. A small show was made by Daniel Isa & Brothers of the Cow & Gate Milk Foods, and this was really a very creditable exhibit for a firm of retail pharmacists. The Macandrews & Forbes Co. have, apparently, fairly large interests in Irak, and among other things they had an exhibit of liquorice root. In a descriptive circular this firm pointed out that the virtues of liquorice root had been known to man throughout the ages, and that archaeologists in recent years have discovered in Irak tablets dating 2000 and 3000 B.C. extolling the qualities and recording the uses of this plant. Legend relates that the army of Alexander, in his epic retreat across the plains of Irak and over the Taurus mountains, was sustained and refreshed by the "sweet root" encountered by the troops in the line of march. Irak has, therefore, a special historical interest in liquorice root apart from its purely commercial value as an article of export. The exhibits of Macandrews & Forbes comprised the paste as well as the root, and this, it was stated, was used specially in medicinal and pharmaceutical preparations, as well as in the confectionery trades. The Khanagin Oil Co., Ltd., of Baghdad, exhibited among other oils an insecticide called "Imshi," which appeared to be a preparation after the style of "Flit." Incidentally "Flit" is seen for sale all over the place in Palestine and Irak, and I can testify to its being needed in most parts of the country. From subsequent conversations with various British business men I gathered that the exhibition was a new venture which would serve as a means of advertising the advantages of various commercial propositions in connection with Irak.

Setting Lotions

By H. Stanley Redgrove, B.Sc., F.I.C.

IN recent years, the changes which have taken place in hairdressing fashions for ladies have resulted in the growth of a demand for cosmetic preparations for the hair of quite a different type from those formerly employed. This is a matter of considerable importance to the chemist, for the majority of the fair sex, not blessed with naturally wavy hair, have it permanently waved, and the dressing of permanently waved hair necessitates the liberal employment of suitable setting lotions. Quite a number of ladies, after the first setting, periodically set their own hair. Hence, there is not only a demand for setting lotions on the part of hairdressers, but also on that of the feminine section of the general public. Setting lotions are very easy and inexpensive to prepare; and chemists interested in making and pushing their own lines should certainly not neglect them. Actually, those on the market present considerable diversity in composition. Some contain little or no alcohol, while others are strongly spirituous. The big advantage possessed by the spirituous lotions is that they dry quickly, and alcohol itself seems to exercise a fixative action on the hair.

A Spirituous Lotion

An effective light setting lotion can be prepared by mixing perfumed industrial methylated spirits with

quillia bark extract in the proportion of five parts of the former to four parts of the latter. The extract should be prepared with distilled water, using 3 oz. and up of quillia bark to five gallons of water. After mixing, the lotion should be filtered and tinted. Choice of perfume is important, as it must be soluble in relatively weak spirit and possess an odour capable of neutralising that of the industrial spirits used. Some manufacturers are offering a special range of perfume compounds for use with this formula, the quantity required being about 1½ oz. per gallon of spirit. Various materials of a gummy character are widely employed in the preparation of setting lotions, and the use of resinous bodies, such as benzoin, has been proposed. With regard to the latter, my own experiments have not led to a satisfactory formula; but the water-soluble gums are distinctly useful.

Mucilaginous Preparations

Decoctions of quince seeds and of psyllium seeds are among those employed. For example, a decoction of 0.2 part of psyllium seed in 100 parts of distilled water, prepared by boiling for five minutes, and straining, mixed with an equal bulk of spirit, may be employed. Tragacanth gives nice results, providing the material is

of the best quality. Acacia may also be used and formulas are given below:—

Tragacanth Setting Lotion

Gum tragacanth, finest, in powder	...	0.1
Isopropyl alcohol	...	10.0
Terpineol	...	0.25
Water, distilled, or rose	...	to 100.0

Thoroughly mix the tragacanth with 0.2 of isopropyl alcohol in a perfectly dry, capacious bottle. Add 8 of water all at once, and shake violently. Dilute with water, adding the rest of the isopropyl alcohol, in which the terpineol has been previously dissolved, towards the end. After standing, it is desirable to filter the lotion, or to decant it from the sediment, if a perfectly clear product is required, and perfectly clear lotions make a much stronger appeal than cloudy ones. As is well known, terpineol has a lilac-like odour, and, especially if made with rose water, this lotion smells quite nice. The terpineol, however, may be replaced by any water-soluble perfume, a number of which, already compounded, are now on the market. A bare trace of carmoisine gives the lotion a pretty tint, or any other innocuous water-soluble dye can be employed.

Acacia Setting Lotion

Gum acacia, in powder	...	0.3
Borax, purified	...	2.0
Isopropyl alcohol	...	10.0
Water, distilled or rose	...	to 100.0

Dissolve the acacia and the borax in about 80 of warm water, add the isopropyl alcohol, which may be

perfumed with terpineol or otherwise, as in the previous case, and dilute to the requisite bulk.

The Use of Alkalies

The inclusion of borax in the last formula brings us to a consideration of another class of substances used in the preparation of setting lotions, namely, mild alkalies, such as potassium carbonate and borax itself. The rationale of their action is a little obscure. Possibly traces of soaps are formed by their saponifying action on the sebum. A saturated solution of borax in a mixture of 3 parts of alcohol (90 per cent.), and 7 parts of distilled water will certainly set hair, but does not constitute a very effective lotion. The alkalies are better used in conjunction with gums. Either or both of the above-mentioned alkalies may be incorporated in the tragacanth setting lotion, a formula for which is given above, using, for example, 1 part of borax and 2 or more parts of potassium carbonate per 100 parts of the lotion. In the case of setting lotions, of low alcoholic strength, containing gums, additional preservatives, as, for example, sodium benzoate, are frequently added. This is not, however, necessary in the case of the tragacanth lotion mentioned above.

The packing of setting lotions is very important. The actual cost of the ingredients of most setting lotions is so slight that a little more than the ordinary expenditure on bottles and labels is justified. Tall, cylindrical bottles, with square cut shoulders, are among those which look well to modern eyes, especially if the label is small, rectangular in shape, and taller than broad. There is, however, much room for the exercise of personal taste in packings.

Reduce the Lines

By Antiponderosa

THIS is not an article dealing with the modern waist line of either sex. That line may or may not require reducing, but the writer has no expert knowledge. The lines to be considered are the lines that are kept in stock.

Chemists should carefully analyse their businesses and overhaul their stock and their methods; find out the lines that sell and concentrate on those, eliminate all other lines, bringing the stock down to a minimum. You may say, "Well! when I sell a proprietary line I am not responsible for it; I do not make it." In the eyes of your customer you are responsible for it; therefore take care that you have none but the best.

The greatest need in these days of economy is to increase the profit of the business. There are many ways of doing this, but probably the best is by turning over the capital invested in the business more times a year than it is being turned over at present. Suppose that one is now making 33 per cent. gross profit and 10 per cent. net profit, turning the capital over once a year; then by turning it over six times a year instead of once, a marked increase will be found in the amount of actual profit. It is not sound business merely to turn over the capital once a year if it can be turned over once a month.

Let us look at some of the difficulties. Let us consider the stock the chemist has to hold at the present day—for instance, the various kinds of "compacts" used by ladies for doing their "running repairs," and which he must have ready to hand. There are about six shades in regular use, about five popular perfumes in each make, and, shall we say, six well-known makers. This will mean somewhere about 180 varieties to be stocked by the man who would be considered "progressive." Think how much this costs. You reply, "But it isn't eating anything." Isn't it? If you consider the matter you will realise that it is eating (1) money, (2) space, (3) its own selling powers. If the goods become soiled, the chances of their disposal are minimised.

The Cost of Serving Customers

It costs a great deal to serve your customers. If you care to work it out in each individual business, it will be found that it is anything from 3d. to 6d. per customer. Only when the number of customers increases with the same overhead charges does the cost of serving the customers decrease. Some business men are not sufficiently careful in keeping an expenses account, and do not always obtain the true cost of doing business. In getting out these costs the following items should be considered:—

- (1) Rent, rates, taxes, insurance.
- (2) Light, heat, water, telephone.
- (3) Stationery, stamps, advertising, subscriptions.
- (4) Salaries (including proprietor's salary).
- (5) Repairs, depreciation of stock and fixtures, bad debts.

A rent should be charged even if the freehold is vested in the proprietor. He should see that money invested in the property is receiving its correct interest. When a man knows exactly how much it costs to do business, he will be surprised at the number of lines that have been sold at a loss. If the cost of doing business is too high, he must either cut down his expenses, increase his selling prices or increase the turnover. It is usually very difficult to decrease expenses. Generally speaking, it is impossible to increase the selling prices. The only course left is to increase the turnover. How can this be done?

If at present the chemist holds a stock of a gross of a shilling line when a dozen would be ample, he should cut it down to a dozen and keep it there. It will make more available capital and give fresh space to accommodate new lines without additional charges. Sometimes it is wise to buy on best manufacturers' terms, but only if you can dispose of the required quantity in a reasonable time. All capital in retail stock should be turned over three or four times a year, if at all possible. If not, the interest on the money will more than counterbalance any extra discount for quantity. On the other hand, do not buy $\frac{1}{5}$ th dozen of a line when your normal sale is from one to two dozen a month, particularly when you have a monthly account. Try to gauge your monthly requirements; it saves both you and the wholesalers time, temper and money. Shelf warmers are not profit makers. Many a good business has been wrecked because of overloading.

Births

Notices for insertion in this column must be properly authenticated.

FORSTER.—At Kenway, Ponteland, Newcastle-upon-Tyne, on May 12, the wife of Norman E. Forster, Ph.C., M.P.S. (Hall Forster & Co., Ltd.), of a son.

Marriages

BATES—FURNESS.—At St. Pancras Church, London, N.W., on May 14, Thomas Herbert, elder surviving son of the late Mr. J. H. Bates, Ph.C., North Staffs Infirmary, to Primrose Blanche, elder daughter of the late Councilor J. M. Furness, J.P., M.P.S., Sheffield.

PARRY—FINDLAY.—At St. Peter's Church, Lutton Place, Edinburgh, on May 10, Alleyne Hughes Parry to Stella Alexandra, younger daughter of the late Mr. John Findlay, chemist and druggist, Portobello.

Deaths

ALLDIS.—Recently, Mr. H. W. Alldis, F.I.O., optician, and formerly a director of Plomley & Alldis, Ltd., chemists, Kingston-on-Thames. Mr. Alldis had a cardiac seizure while attending to his professional duties, and expired a few minutes later.

BOSTOCK.—At Tiverton, Devon, on April 29, Mr. John William Bostock, Ph.C., aged sixty-seven.

FRANCE.—At 46 Colwyn Street, Marsh, Huddersfield, on May 5, Mr. John Richard France, chemist and druggist, late of 55 Trinity Street, Huddersfield, aged fifty-eight.

LARBALESTIER.—At St. Helier, Jersey, recently, Mr. Philip Larbalestier, aged forty-six. Mr. Larbalestier succeeded his father in the old-established perfumery business at 2 Charing Cross, St. Helier; some time ago he opened a pharmacy next door, and had a branch in Colomberie Street. He leaves a widow and three sons.

MACK.—At "Brooklyn Nursing Home," Sydenham Avenue, London, S.E. 26, on May 13, Mr. George Henry Mack, chemist and druggist, aged seventy-three. Mr. Mack had for nearly forty years carried on business at 165 High Street, Penge, S.E. 20, until his retirement last June, when the business was taken over by his younger son, Mr. A. G. Mack. He leaves a widow; two sons, both in business as chemists and druggists, and two daughters.

POLLOCK.—Recently, after a brief illness, Mr. William James Pollock, L.P.S.N.I., King's Road, Belfast. Mr. Pollock served his apprenticeship at Wexford, and passed the Licence examination of the Pharmaceutical Society of Ireland in 1898, and that of the Pharmaceutical Society of Northern Ireland in 1926. In 1911 he became a partner in the pharmacy of Mr. Adam Gibson, Belfast (now Gibson's Medical Hall, Ltd.).

SCOTT.—At Craigend, Kirk Road, Wishaw, on May 10, Mr. Robert Alexander Scott, chemist and druggist. For a long period Mr. Scott, who qualified in 1885, carried on a pharmacy in Merry Street, Motherwell.

SIMPSON.—At 41 Hill Top Avenue, Cheadle, Hulme, on May 14, after a brief illness, Mr. James Simpson, chemist and druggist, aged sixty-one. Mr. Simpson was for thirty-seven years manager to Westmacott & Son, 17 Market Street, Manchester, and retired in January 1931.

YOUNGHUSBAND.—At Iver, on April 30, Mr. William Henry Younghusband, chemist and druggist. Mr. Younghusband qualified in 1895.

Personalities

MR. H. N. DALE, Ph.C., has been appointed assistant lecturer in pharmaceuticals at the pharmacy department of Bradford Technical College.

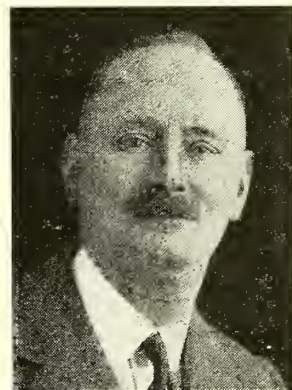
MR. T. WOOD, chemist and druggist, Macclesfield, has been elected a member of the executive committee of the local traders' association.

SIR JOSEPH TURNER, K.B.E. (British Dyestuffs Corporation, Ltd.), gave an address on "The Development of Chemistry as Applied to the Needs of the Individual" before a meeting of the Kidderminster and Shrewsbury Rotary Clubs, at Kidderminster, recently.

MR. JAMES LAMB, chemist and druggist, Childwall Abbey Road, Liverpool, has been appointed secretary of the Old Students' Association of the Liverpool School of Pharmacy in succession to Mr. James Williamson, who resigned owing to pressure of work.

MR. GERALD A. FRANCE, managing director of Scott & Turner, Ltd., manufacturing chemists, Newcastle-upon-Tyne, is, with his wife, meeting the entire cost of a large memorial hall in the new headquarters of the Poor Children's Holiday Association in Newcastle.

MR. ARTHUR T. BAILES, the newly-elected chairman of the Bradford Branch of the Photographic Dealers' Association, has for thirty years been one of the most active workers in all phases of pharmaceutical organisation in Bradford. He was secretary of the old Bradford Chemists' Association during the period 1918 to 1922, and was the first chairman of the Bradford Branch of the Pharmaceutical Society. He was also the first secretary of the local Branch of the Retail Pharmacists' Union, and a few weeks ago retired from the chairmanship of that branch. He has been actively identified with the P.D.A. Branch since its inception. For the past ten years he has been hon. secretary of the Bradford Pharmaceutical Committee under the N.H.I. Born at Stockton-on-Tees in 1874, he was apprenticed there; he qualified in 1899 while in the service of Taylors' Drug Co., Ltd., Leeds. Later he was at the company's branch at Harrogate, and subsequently came to Bradford as manager of the central city branch of G. S. Savage & Co. He started business on his own account in 1921, taking over the pharmacy of the late Mr. W. W. Stead, 1252 Leeds Road, where he now carries on business as Arthur T. Bailes, Ltd. Mr. Bailes married the daughter of Mr. G. M. Cobb, chemist and druggist, Halifax. He is one of the chief officers of the Independent Order of Foresters in Bradford, and since coming to the city has identified himself with musical interests through a church choir and choral society.



MR. A. T. BAILES

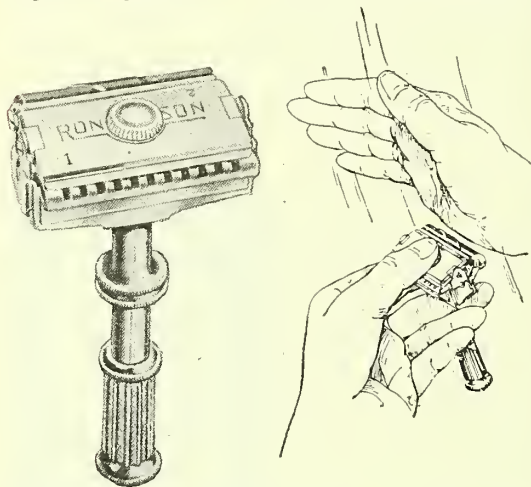
Wills

MR. GEORGE HENRY WOOD, of 164 Bramhall Lane, Davenport, Stockport, Cheshire, manufacturing chemist, who died on November 29 last, left estate gross value £110,936, with net personalty £97,883.

MR. GEORGE LUNAN, Ph.C., F.C.S., 50 Garscube Terrace, Edinburgh, and 20 Queensferry Street, Edinburgh, who died on November 20 last, intestate, left personal estate in Great Britain valued at £6,685.

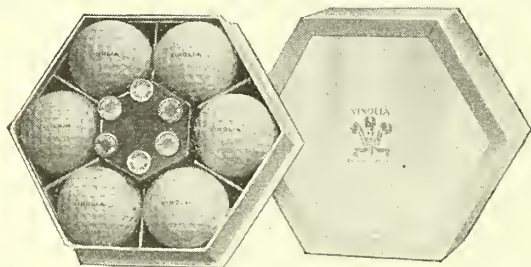
Trade Notes

THE RONSON RAZOR.—Many improvements have occurred in the design of safety razors in recent years, but few have achieved such progress in this respect as the one now being placed on the market by Ronson Products, Ltd., Manfield House, Strand, London, W.C.2. Both holder and blade are British made; the former being chromium plated, the latter stainless steel. It will be seen from the illustration that on one side of the razor there is a roller in place of the usual prongs; this, made of bakelite, is the strop. All four "edges" should be employed for each shave, the changes over being effected in a remarkably simple manner. After using the first "edge" the handle is pushed up and given a complete turn, which operation puts the second "edge" in position. To reverse the blade and so



enable the other "edges" to become available, the handle is again pushed up, but in this case only given half a turn, when the blade (without removal from its carrier) can be turned over. Following a rinse, the blade is sharpened by holding the razor in the left hand and giving the roller a few brisk downward strokes with the palm of the right hand. The razor, which is packed in an attractive case, is not intended to compete with the inexpensive ones already on the market, but it is claimed that the initial cost is compensated for by the length of time which a blade lasts, the better shave, and, since there is no need to take the razor to pieces for cleaning or drying, there is a considerable saving of time. From the retailer's point of view the sale of a Ronson razor is a profitable transaction.

AMONG the various soap novelties on the market few exceed in general appeal the golf balls made by Vinolia Co., Ltd., Bebington, Cheshire. The latest style in which these are being packed is half a dozen and a



similar number of pieces in a white "leatherette" hexagonal box with a transparent top, the attractive appearance of which will be appreciated from the accompanying photograph.

LISTERINE.—Chesebrough Manufacturing Co., Victoria Road, Willesden, London, N.W.10, who have recently taken over the distributing agency for Listerine products, announce the introduction of a small size of the tooth paste and the commencement on June 1 of a national advertising campaign to popularise both sizes



of this dentifrice. The larger, it should be remembered, has been reduced in price. Particulars of a display offer and of special terms parcels are given in the coloured inset in the advertisement pages of this issue. Both Listerine tooth paste and the antiseptic are now manufactured at Park Royal, London, N.W.

JONATHAN FALLOWFIELD, LTD., 61 Newman Street, Oxford Street, London, W.1, have issued the 1932 edition of their "Photographic Annual," an A.B.C. index of apparatus and materials.

BOB MARTIN, LTD., dog medicine manufacturers, Southport, inform us that the offer of an introductory sample box of Bob Martin preparations recently included in every packet of condition powders has resulted in a considerable increase in sales of the other Bob Martin preparations, particularly in the sales of Martin Milk. The company has now produced an excellent display stand for this product. It measures 12 inches wide, holds a standard size tin of Martin Milk, and carries a convincing message.

ZINCOL LOTION.—Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool, writing to us in regard to their Zincol skin lotion, state that it is a preparation of colloidal zinc hydroxide, which has a protective action and is efficacious in soothing the skin after exposure to the sun. It is mildly astringent, non-toxic, and antiseptic. In use it has been found to be quickly absorbed and is invisible upon drying. The company claim that the lotion is in every way superior to calamine lotions. It is packed in white glass bottles with bakelite screw caps. A show-card which is supplied is shown in the illustration.



GOODALL, BACKHOUSE & Co., manufacturing chemists, Leeds, have brought out an illustrated booklet on "Specialities for the Modern Pharmacy," a copy of which will be of interest to chemists in search of attractively packed products at prices to meet present trading conditions.

A. BOURJOIS ET CIE, LTD., 4 Water Lane, Blackfriars, London, E.C.4, have sent us specimens of their latest showcards, and two of these are shown in the photograph herewith. The one dealing with the full range of floral perfumes in the Ashes series is of exceptional artistic merit, and the other for the Bourjois Femina lipstick most attractive. The five shades in which the lipstick can be obtained are accurately indicated on the



showcard, so that the public may make their selection without opening up the lipstick cartons. Messrs. Bourjois inform us that their recently introduced Ashes of Roses hair cream has met with such success that they have followed it up with an Ashes of Violets hair cream, but in this case are adding to the cream an oil for the especial benefit of dry scalps. Apart from the colour scheme, the price and the pack is the same.

PHOTO SUPPLY, London Road, Kingston-on-Thames, give elsewhere in this issue the terms and conditions on which they undertake developing and printing.

MARSHALL'S LYSOL.—Lysol, Ltd., Raynes Park, London, S.W.20, are making a special offer, available until June 18, in connection with Marshall's lysol.

W. BREDT, LTD., 38 Great Tower Street, London, E.C.3, inform us that they are now the distributors in this country of the products of E. Tosse & Co., Hamburg.

A. MORGAN DAVIS & CO., LTD., 194 Lewisham High Road, London, S.E.4, intend to place Nasciodine and Carlsburga on the market for distribution to the public through chemists.

THE PHIL-SANO CO., LTD., Craven House, Kingsway, London, W.C.2, have been appointed distributors in this country for the medicinal preparations of Merz & Co., manufacturing chemists, Frankfurt.

THOMPSON & CAPPER WHOLESALE, LTD., Manesty Buildings, College Lane, Liverpool, are supplying the



excellent display stand shown in the illustration, and are making a bonus offer in connection with their Cornol corn remover.

CLOSED FOR OUTING.—R. W. Greeff & Co., Ltd., Thames House, Queen Street Place, London, E.C.4, inform us that their offices will be closed on May 21 for the annual staff outing.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1932, p. 339.

(From "The Trade Marks Journal," May 4, 1932.)

- "MACASSOL"; for macassar oil (48). By Clay & Abraham, Ltd., 87 Bold Street, Liverpool. 530,414.
- "KARETTA"; for perfumery, etc. (48). By J. A. Wright, 31 Glebe Court, Highfield, Southampton. 530,781.
- "7 O'CLOCK"; for shaving soap and cream (48) and for razor strops, dressings and shaving brushes (50). By Gillette Industries, Ltd., 197 City Road, London, E.C.1. 529,575/576. (Associated.)

(From "The Trade Marks Journal," May 11, 1932.)

- "JATTA"; for medicinal chemicals (3). By R. R. Minton & Co. (1930), Ltd., 39 Cheapide, Liverpool. 524,556. (Associated.)
- "WOOLWOLENE"; for ointment (3). By H. Parker, 15 Aberdeen Terrace, Clayton, Bradford. 528,967.
- "ARSENOBILLON" and "NOVARSENOBILLON"; for all goods (3). By May & Baker, Ltd., Church Road, Battersea, S.W.11. 530,168/169. (Associated.)
- "ANDROSTIN"; for medicinal chemicals (3). By Society of Chemical Industry in Basle, 141-227 Klybeckstrasse, Basle, Switzerland. 531,051.
- "MAXIPINE"; for medicinal chemicals (3) and for perfumery, etc. (48). "QUEPINE"; for perfumery, etc. (48). By L. G. Stone, 110 Cannon Street, London, E.C.4. 530,511/419. (Associated.) 530,420.
- "VEXPANE"; for ointment (3). By Bodens (Lincoln), Ltd., 107 Canwick Road, Lincoln. 530,546.
- "SCIATAGO"; for medicinal chemicals (3). By Coates & Cooper, Ltd., 94 Clerkenwell Road, London, E.C.1. 530,996.
- "ORTHO-GYNOL"; for medicinal chemicals (3). By Johnson & Johnson (Great Britain), Ltd., Fairlie Road, Slough, Bucks. 531,013.
- "EXPANDOPLAST"; for medicinal chemicals (3). By Leslies, Ltd., 104A, High Street, Walthamstow, E.17. 531,096.
- "ASPRO" on label designs; for medicinal tablets for headaches, etc. (3). By Aspro, Ltd., Buckingham Avenue, Slough, Bucks. 530,238/239. (Associated.)

Business Changes

MR. W. SMITH, chemist and druggist, Rugby, has opened a new branch in Lawford Road, Long Lawford.

MR. PETER FENTON, chemist and druggist, 35 Whytecauseway, Kirkcaldy, has disposed of his chemist's business to Miss Anne Kinsman, M.P.S.

MR. W. E. GLOSSOP, chemist and druggist, is opening a corner pharmacy opposite his present shop in London Road, Highfields, Sheffield.

A. E. HOBBS, LTD., chemists, Tunbridge Wells, have taken over the business of the late Mr. A. Hunter, chemist and druggist, 35 London Road, Brighton.

POLAK & SCHWARZ (ENGLAND), LTD., chemical merchants, are removing in June from 8 Edmund Place, Aldersgate Street, E.C.1, to Wimborne House, 155 New North Road, London, N.1.

THE Department of Overseas Trade advise that their City office at present at 73 Basinghall Street, London, E.C.2, will be removed on May 20 to 9-12 Basinghall Street, London, E.C.2. Telephone: Metropolitan 4713.

MR. GEORGE A. HAMILTON, chemist and druggist, 166 North End Road, London, W.14, has acquired the music stores of Mr. Horace Lock, 168 North End Road, and will develop this business in conjunction with his pharmacy.

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Sedist,
London."



Telephone:
Bermondsey
1141

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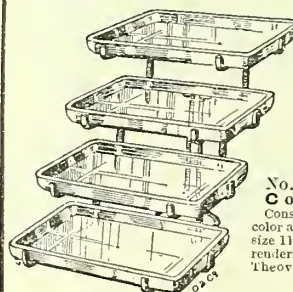
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Counter Display Stand.
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size 11½ x 7 x 1 in. Each tray is slightly sloped
rendering the goods easy to see and select from
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The tenth edition of this, the most complete pharmaceutical formulary in the English language, comprises (1) selected formulas from the British, United States, and several other pharmacopœias; (2) unofficial formulas from hospital pharmacopœias and other sources, British, colonial and foreign; (3) known, admitted and approved remedies (218 pages) taken from previous editions of "Pharmaceutical Formulas" and from THE CHEMIST AND DRUGGIST Diaries; (4) concise descriptions of practical methods of manufacture, adapted to the retail shop; (5) an Appendix comprising laws and regulations governing the sale of poisons, the hours of closing, medicine-stamp duty, the use of spirits and many other data—e.g., a solubility table and chart. The volume contains 1146 pages. Price 15s., by post 15s. 9d.

VETERINARY COUNTER PRACTICE.

Chemists interested in veterinary practice will find it indispensable, as it deals with the ailments of horses, cattle, sheep, pigs, dogs, and poultry, and the remedies that can be supplied. New edition 1930 (Eighth) brings this book thoroughly up to date. Price 7s. 6d. net, by post 8s.

Published by "The Chemist and Druggist"

28 Essex Street, LONDON, W.C.2

Branch Offices: Manchester and Sheffield, England;
Glasgow, Scotland; Melbourne and Sydney,
Australia; Auckland, New Zealand.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

N/185. Gripolin
I/304. Horse brand linseed oil.
L/146. Nu-veg-Sal
E/185. Pitrenalin
B/185. Preparin

B/145. Presto depilatory
C/135. Skelton's vegetable
charcoal tablets
V/105. Taylor's No. 13 corn
paint

THE CHEMIST AND DRUGGIST

VOL. CXVI

MAY 21, 1932

NO. 2728

Without Fair Reason

A CUSTOMS communication, which appears to be of a standard type of inquiry, has recently reached more than one importer and the questions set out in the text, which the importers are requested to answer in detail, are of interest to traders generally. The official communications in question are apparently general inquiries which, after referring to a certain class of merchandise, state that the Commissioners have under consideration the basis of value for duty of such goods, and for that purpose require certain information. The first of the three main questions which importers are requested to answer in detail is . . . a statement of the terms of trading between their suppliers and themselves. . . . In general terms this information is supplied at the time importers lodge their entries. If the goods have been purchased outright, invoices, copies of cables and contracts are always at the Department's disposal. If the goods are landed on consignment the entry is endorsed accordingly, and the importer discloses all details of terms at that time. The second question asks for particulars of the qualities or grades in which the goods are sold, with the average selling price of each grade or quality. We fail to see how a disclosure of commercial experience and knowledge relating exclusively to business done in this country, and which traders rightly treat as strictly confidential, has the slightest connection or bearing on the price paid for foreign goods purchased f.o.b. Continental port or c.i.f. home port. And as to the selling prices obtained in the home market, our reading of Section 15 (2) (b) of the Import Duties Act is that such procedure is only to be employed when the usual and accepted methods of valuation fail. But the official question even exceeds the Statute when it calls for details of trade knowledge on grades and qualities. The final question requires a statement showing in detail the general expenses incurred in realisation over the last accounting period, together with total sales of a particular product over that period. The Department are, of course, unaware that an importer may import and sell ten tons of an article and during the same time buy another ten or fifteen tons on spot from another importer, and he may purchase quantities from home makers; in fact, the business is so interwoven as to make the information called for useless, and in any case we should be interested to learn the authority on which Customs consider they can demand such information. On the question of overhead expenses incurred in marketing a particular product, is it practicable or is it possible for any firm dealing in some fifty to a hundred or more products, buying and selling from and to all sources, home and export, to furnish in detail an account of overhead expenses relating to one single product? We agree that Customs are entitled to all information and matters relating to c.i.f. values; and, from a perusal of the various forms importers are required to complete and the declarations they have to make, we had formed the opinion they were obtaining it.

The Izal Appeal—A Correction

OUR attention has been drawn to an error in the report in our last issue of the Pharmaceutical Society's recent unsuccessful appeal to the High Court from the decision of the Brentford County Court judge dismissing the action of the Society for the recovery of a penalty, under the Poisons and Pharmacy Act, against Mr. John Brown, a grocer, of Hounslow, for selling Izal for agricultural and horticultural purposes in bottle. It is there made to appear that Izal, as sold by grocers, is only one-eighth the strength of that sold by chemists; whereas, in fact, the reference was to another disinfectant altogether and not to Izal. In the course of the appeal it was stated, and fully admitted on behalf of the Society that Izal, whether sold by chemists or by grocers, and whether in tin or in bottle, is of an identical composition and germicidal strength; and, indeed, the proceedings were, in a large measure, consequent upon the refusal of Newton Chambers & Co., Ltd., the manufacturers of Izal, to place upon the market, for sale by grocers and other traders who are not pharmacists, a diluted preparation containing less than 3 per cent. of carbolic homologues, Messrs. Newton Chambers & Co.'s view being that the purchasing public might be deceived and be led to mistake the diluted product sold by grocers for the undiluted product sold by chemists, thus failing to achieve the objective in view, namely, efficient disinfection.

We gladly make this correction, as we appreciate the desire of the manufacturers of Izal to establish the facts relative to the uniformity of Izal as a standardised product of ascertained efficiency; and we regret any misapprehension which may have arisen from a report which omitted to refer to the fact that at the time the observation in question was made another disinfectant than Izal was being referred to.

Pharmaceutical Council Election

THE 1932 Council election will stand out from those of recent years as a simple contest by undistributed opposition. One phase of activity showed last year as a challenge to the policy of the Pharmaceutical Society's Council. The frills, however, were eliminated, as though the ebullient energy manifested had spent itself in one attack. It does not help very much to deplore an apathetic state of affairs; it should suffice to ask whether pharmacy is tending, and to point the way to greater usefulness. Canalising political activity into two currents, with diverging and sometimes devastating characteristics, reveals an unfortunate lapse from habitual keenness and common sense. The pity is that there is no organised party of progress to-day; the challengers think first and last in terms of acquisition. Side-lines are additive values, but though frequently profitable lead only to distribution of energy in political life rather than concentration on practical issues. The number of voting papers issued was 13,595, and the valid ones received were 5,702. Frankly, this is deplorable. Any community has the government it votes for; but nothing in any election is of value unless there is an effective opposition. If the latter fails, the government runs away with an overwhelming vote of confidence. That is the danger. In this election outside influences had an effect that confused the issue. One thing is outstanding: the president, Mr. A. R. Melhuish, received his first striking vote of confidence in cold, hard votes. The second is that Mr. John Humphrey, who more than anyone else has been the protagonist of understanding, has come within 300 votes of the president. The vice-president also did well with 4,392 votes. One word must be said for Mr. Wells. Last year, the youngest man of the Council, capable of much for pharmacy, was by the accident of the ballot condemned to the wilderness because the Council did not know its own mind. Victors and vanquished alike may, perhaps, learn to work for the only object worth while, the welfare of pharmacy. Men who with their whole hearts seek the good of their calling will achieve something for humanity.

Pharmaceutical Society of Great Britain

Ninety-First Annual Meeting, London, May 18

AN ideal spring day made no marked difference to the attendance at the annual meeting of the Pharmaceutical Society, held at 17 Bloomsbury Square on May 18. The president (Mr. A. R. Melhuish) was accompanied at the table by the vice-president (Mr. F. Gladstone Hines), the treasurer (Mr. John Keall), the secretary (Mr. Hugh N. Linstead), the resident secretary in Scotland (Mr. J. Rutherford Hill), and Mr. W. H. Quarrell (solicitor). The other members of the Council present, so far as we could ascertain, were Mrs. Freke and Messrs. Antcliffe, Atkinson, Beardsley, Deacon, Hardy, Humphrey, Jenkin, Marns, Neathercoat, Rowsell and Simmons; and the remainder of the small audience included Mr. W. Bennett, Mr. Frank Browne, Mr. H. E. Chapman, Mr. H. Deane, Mr. J. P. Gilmour, Mr. C. A. Noble, Mr. J. Reed, Mr. John H. Robinson, Mr. G. A. Tocher, Mr. W. J. Tristram, Mr. B. Webster and Mr. F. G. Wells.

The shadow of the Pharmacy and Poisons Bill lay on the president's speech, which occupied about forty-five minutes in delivery. Members learned that the Council's decision to support the Bill was inevitable, and the matter was advanced a stage further by the declaration that every argument should be used to persuade the Government to introduce this Bill and to hasten its passage. The three well-known legal decisions and the possibility of a Poisons (without Pharmacy) Bill evidently constituted the *causa causans* of this decision. The discussion took the course familiar in recent years, involving some repetition of old themes. The president paid his critics the compliment of dealing in detail with almost every point raised, and members who by that time were getting hungry found solace in smoking. At 2.10, after the motion for the approval of the Council's action regarding the Bill had been carried (four dissenting), the adjournment was greeted with relief. The election resulted in the return of the six retiring candidates, together with their former colleague, Mr. F. G. Wells.

The President's Speech

The secretary having read the notice convening the meeting, the President delivered a speech of which the following are principal passages:—

It is usual at the annual meeting of members of the Society for there to be one piece of business only, the adoption of the annual report. You will have noticed from the notice of meeting that it is proposed at this meeting to ask you to adopt a resolution which is probably familiar to many of you as being the resolution adopted at the recent meeting of delegates. . . . Turning then to the annual report and statement of accounts, copies of which were published in "The Pharmaceutical Journal," and which are circulated this morning, may I take it that you are agreed that they shall be taken as read? ("Agreed.")

The first two paragraphs deal with statistics and largely speak for themselves. I would draw attention to the following figures:—The total number of pharmaceutical chemists decreased during the year by ten compared with 1930, but the number of persons qualifying as pharmaceutical chemists was twenty-two more than in 1931, showing that the new Pharmaceutical Chemist examination is rapidly establishing itself and that we shall soon overcome the present falling off in numbers. There has been an increase of seventy-five

in the number of persons acting as superintendents of limited companies and of 613 in the number of chemists and druggists on the Register. In particular you will have been glad to read that membership of the Society has increased by 334 to 15,387, the highest figure for membership in the Society's history.

The third paragraph deals with legal matters and includes a reference to three Pharmacy Act cases in which the decision has gone against the Society. . . . The Education Committee, as you will have seen, have been hard at work during the year revising the syllabuses for the various examinations and making arrangements for the institution of post-graduate diplomas in pharmaceutical analysis and biochemical analysis. Arrangements for courses of instruction in these subjects are now in hand, and I hope that it will not be long before we shall have diploma courses and examinations in being. . . .

FINANCE

1931 was a troublesome year from the point of view of finance, for bad trade conditions reflect themselves in the income of a society such as ours just as they do in the income of individual members. You will remember that the year 1930 ended with a deficit of £340; this is not, of course, a large amount in comparison with the total income and expenditure of the Society, but it was a sufficient indication to the Council and to the Finance Committee, and the treasurer in particular, of the need for economies in every way possible. . . . It is a credit to the Finance Committee, to the Special Committee which the Council set up to examine the Society's financial position, and also to the Society's staff that, in spite of closing the year 1930 with a deficit, we are able to close 1931 with a surplus of £1,074. This was done in spite of the fact that considerable expenditure in connection with our campaign over the Pharmacy and Poisons Bill and in the production of the new edition of the British Pharmaceutical Codex has been made out of the year's income. We are not yet out of the wood, however, and there is every reason to anticipate that there will be a further decline in income by the end of the present year. . . .

In passing over the paragraph on evening meetings, I would only say that the reason why we have not had a conversation in 1931 or 1932 is that we think the success of these functions—and the two we have had recently have been exceedingly successful—may be a little marred by too frequent repetition, and I have no doubt that the Establishment Committee will be considering arrangements for another such function, possibly in connection with the London Meeting of the British Pharmaceutical Conference, or, if not, certainly in the following year.

ORGANISATION

The paragraph headed "Branch Organisation" gives me another opportunity of what I have already done on one or two other occasions, namely, to express publicly the Society's high appreciation of the work which was done by our branch officers last spring in preparation for the second reading of the Pharmacy and Poisons Bill in the House of Commons. . . .

So far as the actual change of policy by the Council is concerned I need say little here because I shall have a little more to say towards the end of my remarks. I hope, however, that everybody concerned will have read carefully the report of my speech to the delegates, and will have realised from it how inevitable was the decision which the Council took. So far as the work which was done by branch officers is concerned, however, I do want to assure them with all the emphasis of which I

am capable that, in spite of this decision, it was not thrown away. The English have a reputation—whether it is justified or not is another matter—for being a reticent people. It is probably true to say that pharmacists, by virtue of their training and of the type of business they conduct, are not, as a class, noteworthy for drawing attention to themselves. Reticence is indeed a pharmaceutical fault almost to a greater degree than it is a national fault. The work which was done last year was therefore of real value in so far as it served to advertise pharmacy. It can have done nothing but good that members of Parliament were made to realise, as they were by the visits and interviews which took place, that pharmacy is an organised calling, that pharmacists themselves are able to put their points of view and present sound cases supported by arguments. Therefore I say that the work which you did was not thrown away. . . .

SCOTLAND

With reference to Scotland I need only repeat what we see in the report and which I can confirm from my own visits to Edinburgh, that the affairs of the Society in Scotland have been carried out in a capable manner by the executive and the Society's officers there. I might also add a word of congratulation to our Scottish friends upon the success they have in securing pharmaceutical papers for their evening meetings, a problem which always seems difficult of solution in the south. A reference to scientific papers brings me naturally to the Conference, and I cannot let that pass without congratulating all those who were concerned with the organisation of the Manchester Conference upon the success which crowned their work, and thanking them for the time and trouble they gave to providing for our comfort and entertainment. I may say we are looking forward with pleasure and anticipation to our visit in September to Aberdeen.

Our library continues to render an increasing service to members by linking up with a large medical and scientific lending library and with the National Students' Library. We have now at the disposal of our members many thousands of books which are not actually housed in our building. Members have not been slow to avail themselves of the enlarged services which the library can now render. Our museum has continued to fulfil those functions which are peculiarly its own in its capacity as the central museum of materia medica.

Our School of Pharmacy continues to flourish, and during 1931 arrangements were made for taking an additional twenty students who are now comfortably accommodated. We congratulate the School on the arrangements it has been able to make with the University of London whereby students of the School are members of the University Students' Union and so able to take their full part in the social and athletic life of the University of this city.

The Pharmacological Laboratories have continued to carry out their work of routine testing for manufacturers and the conduct of original research. It is satisfactory to learn that the League of Nations Permanent Commission on Biological Standardisation has adopted a standard and a unit for vitamin D based upon those experimented with in this building.

BENEVOLENT AND ORPHAN FUNDS

I will say a word about the Benevolent, War Auxiliary, and Orphan Funds. All charitable funds of this sort are hit doubly at a time such as the present. Subscriptions fall and claims increase, and it is becoming regularly more difficult for us to make both ends meet. The point I would emphasise with regard to these funds is that they should be funds to which the main contributions should come from chemists. We receive, and gratefully receive, from our friends in the wholesale trade their substantial contributions, but we should not have to rely upon their generosity. It should be our pride that every member of the Society should contribute some small amount to the fund, so that it really is a fund maintained by the individual pharmacist for his less fortunate col-

league. An average contribution of 5s. a head from every member of the Society would mean an income of nearly £4,000, in place of the disappointing amount of £2,431, which was, in fact, all we received in 1931. When I see from the list of branches published in the calendar that there are many whose average subscription per head does not exceed 2s., while there are others whose average exceeds £1, I feel justified in suggesting as a goal which should be attainable by any branch the 5s. average. May I throw this suggestion out to our energetic branch officers. . . .

Under the heading of "Publications," I should like to refer in particular to the work which is now being undertaken in connection with the revision of the Codex. The task has been one of considerable magnitude, for the revision is an exceedingly thorough one and the book is being, for all practical purposes, rewritten. We have so far been two years engaged on the work, and the Revision Committee anticipate that a further two years' work remains. . . . Practically the whole of the revision work is being undertaken by voluntary labour, and the Society has cause to be in the highest degree appreciative of the hours of their time which the revisers have given up to the work.

There are three paragraphs in the report which refer to items of general interest and which are not items which appear regularly in an annual report. One is the Proprietary Medicines Bill, and you will see from the paragraph that some move was made by the late Parliament to revive this Bill. The Society took an early opportunity in being concerned in the negotiations in order that its members should be fully informed of what was going on, but the intervention of the General Election prevented the promoters making any progress. The Society has advised the Committee of the Economic Advisory Council upon the advantages from the point of view of pharmaceutical manufacturers of arrangements for the centralised slaughtering of cattle, and gave written evidence before a Committee of the Ministry of Health, concerning the conditions under which pharmacists should serve in State-owned hospitals. The steps which were taken by the Institute of Chemistry to secure a supplementary charter which would give members of the Institute right to the title "chartered chemist" were opposed by the Society, and it is understood that for the present the Institute is taking no active steps.

I will close this survey of the report with reference to the obituary. . . . As the wife of one whose memory will always be green to those who knew him personally, we lament the passing of Lady Glyn-Jones, and we cannot in this building and at this meeting omit to pay our tribute to the memory of Richard Bremridge, whom so many of you remember here as secretary of the Society for almost thirty years, and one who retained his interest in our work until the last days of his life.

PHARMACY AND POISONS BILL

I have now completed my review of the report with the exception of the paragraph headed "Pharmacy and Poisons Bill," and I will couple with my review of that paragraph such remarks as I have to make before moving the resolution about the Bill which you had circulated with the notice of this meeting. The paragraph in the report reviews the history of the negotiations upon the Bill up to the point where the Government conceded to us an amendment to Clause 17, which they considered met one of the Society's two principal objections to the Bill. Since then there has been, as you know, a declaration by the Council that, in their opinion, the Bill is now a necessity for pharmacy. There has been so much spoken and written about the Council's decision, and the ground was so thoroughly covered at the recently held meeting of delegates, that I shall not need to go over ground with which you are already familiar to any great extent. There are, however, points which I would like to take this opportunity of making clear if I failed to do so at the delegates' meeting. For convenience, I will set them out in this way:—

The Bill in its present form is something which pharmacy ought to go all out to attempt to secure.

I want to make it clear that before the Council came to their decision they took the views of other pharmaceutical

organisations and knew what the views of those organisations were.

I want to summarise once again the reasons which have led the Council to take the decision they did take and which led the delegates to support that decision.

Taking each of these three points in turn:—The Bill in its present form is something which pharmacy ought to go all out to attempt to secure. I think this point has not been sufficiently appreciated. The Council has come to the conclusion not merely that, if this Bill is introduced by the Government, we ought to do what we can to facilitate its passage, but that pharmacy should now use every endeavour to persuade the Government to introduce the Bill and to hasten its passage. Arguments which I used at the delegates' meeting to show why the Council had taken their new decision—and the summary of them I will give you in a minute here—should be sufficient to enable anyone to understand in what a very perilous condition the future of pharmacy now is and how urgent it is why ground which we are so rapidly losing shall be consolidated, as it will be under this Bill. That, then, is the first point which I hope you will not misunderstand. Our policy should not be merely passive acceptance of the Bill, but the taking of such active steps that are open to us to secure it. I might add here, although I can make no promise, that it may still be possible by negotiation to secure some amendments.

The second point I want to make clear is that, before the Council came to their decision, they took the views of other pharmaceutical organisations, and knew what the views of those organisations were. The Council have been accused of having come to their decision as it were secretly, and I want to let it be known that this was not the case.

My third point was that I wanted to summarise for you the reasons which led the Council to make their decision. I suppose that I should not have been surprised, but I must admit that I was a little disappointed that after I had spoken for over fifty minutes at the delegates' meeting and had endeavoured to explain to those who were present, in great detail and at considerable length, what were the reasons which had led the Council to their decision, to find one delegate after another getting up and asking me what those reasons were. . . . To recall them to your minds, I will summarise them under four headings:—

First, parliamentary change. The substitution of a minority Labour Government by a Conservative Government with an overwhelming majority has put out of the question our succeeding in obtaining by the machinery of Parliament any amendments. Amendments we may still be able to get, and it will be my endeavour and the Council's endeavour to see that we miss no opportunity of improving the Bill even now, but those amendments we shall get by negotiation and not by parliamentary agitation. Before I proceed to my second point I will take the opportunity of expressing once more not only the Council's, but the Society's, keen appreciation of the work which was done for us, both publicly and behind the scenes in the last Parliament, by Mr. William Bennett, who devoted himself whole-heartedly to presenting our case whenever the occasion favoured him, and we are immensely indebted to him for what he did. . . .

The second reason was legal. I told the delegates how the three disturbing legal decisions threatened to knock the bottom out of the present Pharmacy Acts, and how essential it had become to remedy those defects by new legislation. . . . Without now going into details, I believe that the Bill will remedy the defects disclosed by these four cases. I believe, however, that if we do not secure the Bill in substantially its present form we shall be faced inevitably with a Bill to amend the poisons legislation which will have small, if any, regard to pharmacy or the Pharmaceutical Society.

My third point was the attitude of the Departments. I pointed out to the delegates how dependent we were upon the good will of the Government Departments in the Dangerous Drugs Acts and the National Health Insurance Acts for securing amendments to the Schedule of Poisons and for the progress of the whole of our

educational policy. Many of these things would be prejudiced by the neutrality if not hostility of the Departments through continued blind opposition to the Bill.

The fourth consideration, which is no less important because it may seem to some extent intangible, is the growing realisation which has come home to the Council, as it has come home to me, of the trend of pharmacy away from professionalism to commercialism. . . .

To conclude, I will say again what I have already said, that this Bill is an imperfect Bill. It does not go as far as many of us would have wished, but when you compare it with the present legislation upon which we are working and the present condition of that legislation, then I say it is not merely a good Bill, but it is a Bill which is essential for the healthy future of pharmacy. I see far more hope for the progress of pharmacy if this Bill becomes law than I do if we have to continue even for a few more years under present conditions. . . .

The VICE-PRESIDENT seconded that the report be received.

Before the discussion Mr. McNEAL proposed that the meeting should be adjourned for lunch.

This was seconded by Mr. TRISTRAM, but only a few of those present voted in favour, and the resolution was lost.

Discussion

The discussion was opened by Mr. McNEAL, who said it was rather difficult to understand from the balance sheet the difference between the expenditure and the income in connection with the School. He would like to see the latter being an asset instead of a liability. But he thought there was a loss on the School and the laboratories. Then there seemed to have been a big increase in office expenditure during the last four years, and the Society had increased its payment for pensions by £681, compared with the previous year. Mr. McNEAL suggested that the Council should consider the question of territorial representation, expressing the view that the present system prevented many good men from coming forward as candidates. Under existing arrangements it was not so much a matter of the survival of the fittest as of the wealthiest. Turning to the Pharmacy and Poisons Bill, Mr. McNEAL said he was sure that if the members of the Society were balloted—and that was the only democratic way of settling the matter—the verdict would be against the measure. If they accepted the Bill now they would get in substance the things which were contained in the original Bill. The only democratic way of dealing with the matter was to have a ballot. The President had said that it was the duty of the Council to give the members a lead, but what was happening was that the Council had given them a halter. He criticised the President for consulting other pharmaceutical bodies. He would very much like to see pharmacy united.

Mr. W. J. TRISTRAM said he thought the members of the Society should know that the Council in order to get the approval of the Bill through had found it necessary to employ tactics which he would describe as thoroughly undemocratic. They had had an assurance that the Council would not accept the Bill without consulting the delegates unless there was a crisis. He thought the Council might have let the delegates judge regarding this. The Bill was now very little different from what it was when the Council turned it down. If the Bill was going to be the basis of future pharmaceutical legislation it should define the status of the pharmacist. The Bill was a departmental measure, and was an example of the new despotism. On that ground alone it should be opposed.

Mr. ATKIN said he would like to know whether any Government department had threatened the Society if it did not bow down to them. He had no confidence in what any M.P. or member of the Cabinet said. (Laughter.) In fact he took very little notice of what any public man said. (A Voice: You are a public man.)—(Laughter). Mr. Atkin proceeded that he would look with suspicion upon anything that came from

the late Government, which was only interested in one class, for he would feel it was only going to benefit the co-operator or the big stores. He would like to know especially whether the Government had a right to tamper with the Society's Charter. Pharmacists ought to have some liberty. As for the title he had made up his mind that he was going to be known by his present title whatever any Government said.

Mr. J. H. ROBINSON, after congratulating the president on the ability with which he had guided the affairs of the Council during the year, said he was glad that Mr. Melhuish had found the word "reticent." (Laughter.) There was a good deal of reticence about, and funk as well. Some of the members of the Council remained on it too long. They wanted new blood, and this might be obtained if members had to retire at the end of three years, and remain off for a time. Again, there were societies which could get cheap tickets for their members to come to London. Why could not the Pharmaceutical Society? he asked. The Council had appointed a committee to consider the Journal, but there were apparently no brains outside the Council. (Laughter.) Yet the better their trade journals were the more a profession was respected. The same old hayseeds went to the delegate conferences. The president said, "This is black and that's white," and they all replied, "Yes, sir." (Laughter.) Every nation under the sun was making the sale of poisons more strict except Great Britain. Yet the masters of pharmacists were the British public who did not want their wives to be poisoned. The Society could get what they wanted, and if they did not get it, but allowed the Bill to pass, all he could say was "Lord have mercy upon us." (Laughter.)

Mr. WOLFF (West Middlesex) congratulated the president and the Council on the extraordinary feat of conducting a year of deficit to a year of surplus, especially in these very difficult times. With regard to the principal item, the Pharmacy Bill, he could only express his great surprise and perplexity, after all the statements made by the president that had been published, and the long explanations, that there were still people who asked the same questions as had been asked so many times. Turning to the question of the Journal, he urged the Council to consider dropping it altogether. The commercial side of the craft, he considered, was very well catered for, and the scientific side was also well catered for. He felt it was essential that the Pharmacological Laboratories should have ample funds, so that they could do not only the commercial work for which there was a demand, but also for original research work. In conclusion Mr. Wolff expressed warm appreciation of Mr. Bilson.

Mr. YOUNG (North London) said he wished to stress his thanks to the Council for the work they had done on his behalf. If members did not like the men who were in office it was for them to put other people in.

The President's Reply

The PRESIDENT, replying to the discussion, said the Council were not bound to consult the delegates, but they had tried to take into consultation, all through the period the Pharmacy Bill had been under consideration, the ordinary man behind the counter. Someone had said the Council did not know what the position of the man behind the counter was. Well, he had been in that position for forty years. So far as the decision of the Council was concerned, it was not arrived at until they had communicated with all the organisations and intimated that they were going to come to a decision and wanted their views. He thought it was the duty of the Council to give a firm, clear and strong lead, and that was what the Council had done. It had never wavered, though it had taken full time to consider the full implications of the case. It had altered its views. As to the balance sheet, he thought they should congratulate Mr. Keall. It was true the pension list had increased, but one of the additions was a gentleman who had served the Society well for over thirty-three years and another one who had served well and faithfully for forty-three years.

With reference to territorial representation, it was his considered opinion that the Council were representing a national body, and territorial representation was not suitable for pharmacy throughout the country. One critic had said nobody wanted the Pharmacy and Poisons Bill. Well, as he (the president) had already said, the Council wanted it. If they could not get all they wanted by means of the present Bill, let them get the good that was in it. They had had a big struggle. If he thought they could get anything by continuing that struggle, he would say "Let it go on." He felt that some kind of Poisons Bill was inevitable. Answering Mr. Tristram, the president said that the general expression of opinion at the Manchester Conference was in favour of placing the whole question in the hands of the Council, and to a considerable extent in the hands of the president himself. He regretted that as a public man himself Mr. Atkin had no faith in public men—(laughter)—but he did not think he quite meant all he had said. He wished Mr. Robinson could be with members of the Council when they were interviewing Government departments, for it would alter his view of their attitude. Mr. Wolff had suggested dropping the Journal, but it must be remembered that members looked for it, and anticipated it with a great deal of pleasure. They could not get any real service without paying for it. With reference to the Laboratories, the economies effected were Dr. Burn's own suggestions. The president expressed appreciation of Mr. Young's tribute and his declaration of confidence in the Council and himself.

The annual report was adopted. The resolution on the Pharmacy and Poisons Bill was then moved by the PRESIDENT, seconded by the VICE-PRESIDENT, and carried with four dissentients.

On the motion of the PRESIDENT, several persons were appointed to act as scrutineers to examine the ballot papers in the Council election.

It was proposed, seconded and adopted that the following be appointed auditors:—Messrs. C. A. Hill, J. S. Hills, T. E. Lescher, E. J. Millard, E. A. Umney.

The PRESIDENT called attention to the fact that the Registers were available for inspection.

The meeting was then adjourned for the purpose of counting the votes.

Council Election Result

The counting of the votes was finished shortly before six o'clock, and a small gathering, consisting principally of scrutineers, awaited the result.

The PRESIDENT, on taking the chair, announced the result of the election. The number of voting papers issued was 13,595, of which 5,793 were returned; the number effective, after deducting eighty-five invalid and six late ones, was 5,702. The votes were given as follows:—

Melhuish, A. R....	...	...	4,759
Humphrey, J. T. ...	...	...	4,483
Hines, F. G. ...	...	...	4,392
Rowell, F. P. ...	...	...	4,350
Simmons, E. H. ...	...	...	4,297
Jenkin, A. H. ...	...	...	3,985
Wells, F. G. ...	...	...	3,457

McNeal, J. F. ...	...	...	2,054
Barrs, P. ...	...	...	1,949
Laws, J. J. ...	...	...	1,525

The PRESIDENT read the names of the members of the Council as newly constituted, and moved a vote of thanks to the scrutineers. He did not know how many years Mr. Bascombe had been chairman of the scrutineers (Mr. Bascombe: Nor do I), but he hoped that he would continue in that position for many more years.

Mr. BASCOMBE replied, and the proceedings terminated with a resolution of thanks to the president, proposed by the VICE-PRESIDENT (Mr. Hines) and seconded by Mr. HARDY. The PRESIDENT remarked, in closing the proceedings, that his deep interest in the Society made such work a labour of love.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist & Druggist,' 28 Essex Street, London, W.C.2."

Report on the April Analytical Exercise

(Concluded from C. & D., May 14, p. 540.)

TO CORRESPONDENTS

DONALD MORRISON and IN UTRUMQUE PARATUS.—If you calculate from the figures given on p. 540, you will find that the iron was not sufficient to form ferric phosphate with the whole of the phosphoric acid radical. The remainder of the latter would be present in the third-group precipitate as calcium phosphate, while the zinc and the greater part of the calcium would be in the filtrate.

J. A. HENDERSON.—After fusing the powder with sodium carbonate, without having added an oxidising agent, it was useless: to test the aqueous extract for a chromate unless there was reason to suppose that this had been present originally. Chromium compounds which are not already chromates are not converted into chromates by mere fusion with sodium carbonate unless an oxidising agent is present.

GIAFAR.—You would have saved time and effort in testing for an arsenate if you had applied the simple test mentioned in the general remarks in last month's report.

EPROUVETTE.—You report the powder as completely soluble in hot water. Surely you must have overlooked the dense powder of calcium phosphate at the bottom of the test tube.

MUTTON JEFF.—The evolution of ammonia was recognisable on heating the powder in a dry tube, but you do not appear to have observed it or to have applied any test for ammonium compounds.

E. J. BEILBY.—After having removed by filtration the precipitate formed on adding ammonium chloride and excess of ammonia as group reagents, you seem to have neglected the filtrate, which contained the zinc and most of the calcium. This filtrate should have been tested for the phosphoric acid radical and treated subsequently as the result of this test showed to be requisite. See the general remarks.

NYASA.—You must cultivate habits of closer observation. The powder did not char and emit the odour of burnt sugar on heating; the precipitate with barium chloride did not dissolve in nitric acid; and so on. The exercise for May offers an opportunity for practising careful observation.

ACEDES.—The precipitate which you supposed to indicate the presence of magnesium most likely consisted of calcium phosphate.

THE ANALYTICAL TOURNAMENT

The April competition marks the conclusion of the analytical tournament, in which fifty-three students participated, and supplies the data for ascertaining the final results.

It is not a common achievement for a competitor who has taken a tournament second prize to compete again and attain the first place, but this has been done with noteworthy pre-eminence on the present occasion by "Optico" (Mr. R. Shilling, 3 Barmouth Road, London, S.W.18), who has materially improved upon his position last year by reaching an aggregate of 541 for the six exercises of the series, the separate figures being 96, 96, 92, 83, 83 and 91. To Mr. Shilling the First Prize of books to the value of £3 3s., with a Certificate of Honour, has been awarded.

The Second Prize of books to the value of £2 2s. and a Certificate of Honour have been awarded to "In Utrumque Paratus" (Mr. R. E. Long, 2 Southport Road, Kew, Southport), whose aggregate is 493, made up of 94, 72, 63, 94, 87 and 83.

The Third Prize of books to the value of £1 1s. and a Certificate of Honour have been awarded to Mr. J. A. Henderson, 21 Thorverton Road, Cricklewood Lane, London, N.W.2, whose aggregate is 486, made up of 74, 93, 77, 71, 92 and 79.

We offer our congratulations to these competitors on their success and request them to apply at once to the Publisher, giving the titles of the books they desire to receive as prizes. At the same time we wish to congratulate the winners of the usual monthly prizes and to thank all the other competitors who contributed to the success of the work of the Corner during the past winter session.

Apprenticeship a Century Ago

THE article by "Old Hand" in the C. & D., recently (p. 63) will awake memories in the minds of other "old hands." It will also draw attention to the passing of the old conditions of apprenticeship and assistantship. Other times, other manners. I believe that the modern practice of the apprentice or assistant living out has revolutionised his conception of his duties as well as his privileges.

It is interesting to read of the life of an indoor assistant in the pharmacy of William Allen, the first president of the Pharmaceutical Society, in the year 1812. Writing to a correspondent, he remarks: "I allow each of the shopmen (of whom there are four) one afternoon a week to himself, and by rising early in a morning they have an opportunity of studying if so inclined." When one reads that the pharmacy opened at nine and closed at nine in the evening, one realises that the opportunities for study were not too many. In another letter he writes: "The young men furnish themselves with tea and sugar. They, by turns, dine with W. A., as all cannot leave the shop at the same time, afterwards the others dine in a room by themselves, where also they have their breakfast and tea." In Allen's Diary there is an entry which suggests that occasionally the rules were relaxed. Under date 24-2-1807 he writes:—"The young men from my house came home from the House of Commons this morning, at five o'clock, and brought the glorious news that the Bill for the Abolition of the Slave Trade passed the second reading by two hundred and eighty-three; against it, sixteen! Majority: two hundred and sixty-seven."

The "Rules" given to the assistants of another historic pharmacy, that of John Bell & Co., contain interesting information. There are the rules for the pharmacy and the rules for the house. We read in the latter that the "shopman on duty" is expected to be down "a few minutes before 7 a.m. in order to ensure punctuality on the part of the porters and the boys. Breakfast is on the table at 8 a.m.; and it is requested that gentlemen will appear at the breakfast table dressed. . . . Supper at 9 p.m. The table will be cleared at 10 p.m. in order that the servants will retire at a reasonable hour." The final "rule," entitled "Success in Business," is worth repeating: "A man's success depends upon himself. To succeed a man must excel. To excel it is necessary to do one's best, whether working or playing. Anything worth doing is worth doing well. It is not every man who reaches the goal of his ambition; but every man succeeds who is determined to do so."

"This above all: to thine own self be true;
And it must follow, as the night the day,
Thou canst not then be false to any man."

The training of apprentice and assistant was hard in the days that have passed; but, as "Old Hand" remarks, "They laid a good foundation." They also gave results. In addition to many notable pharmacists trained by William Allen, two pupils became Fellows of the Royal Society; through the historic pharmacy in Oxford Street passed a succession of assistants, many of whom have shed lustre on pharmacy.—MANUFACTURER.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, May 19

DURING the holiday week business has been very slow, and since the re-opening on Tuesday the general tone throughout has been dull. Quoted prices are being maintained at their recent low levels, yet there is little doubt that a fair proportion of orders are being taken at something under the paper figures. Exchange rates, and particularly exchange restrictions in Europe, continue to restrict business. The pharmaceutical chemicals market has been quiet so far this week, with competition in many lines for the small business moving. Exceedingly low prices are reported for sales of caffeine of Continental origin. In crude drugs business generally has remained slow, but, with a few exceptions, prices are holding up, with some evidence of a steadier tone. Japanese camphor and menthol are flat and unsteady. Mercury continues to cheapen on spot. Cloves and pepper are steadier at low figures. New crop cascara sagrada is quoted dearer, and grey Jamaica sarsaparilla is dearer, with a spot shortage. Buchu is moving fairly well on a steady market. Essential oils have had an uneventful week, with keen competition for a limited spot demand. Business in fixed oils is still well below normal. Palm oils are better, and American turpentine and linseed oil (raw, naked) are steady markets. Castor and cotton oils are easier. In coal-tar products there is a moderate inquiry and these items are keeping fairly steady.

A drug auction will be held next Thursday, May 26.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	May 19	Value of the £
Amsterdam ..	Fl. to £	12.107	9.06½	14/11½
Berlin ..	Mks. to £	20.43	15.40	15/1
Brussels ..	Belga to £	35	26.25	14/11½
Copenhagen ..	Kr. to £	18.159	18.30	20/1½
Lisbon ..	Esc. to £	110	110	20/-
Madrid ..	Ptas. to £	25.22½	45	36/1
Milan ..	Lire to £	92.45	71½	15/3
Montreal ..	Dol. to £	4.86½	4.16½	17/1½
New York ..	Dol. to £	4.86½	3.68½	15/2
Oslo ..	Kr. to £	18.159	20	22/0½
Paris ..	Fr. to £	124.21	93½	15/0½
Prague ..	Kr. to £	164.25	124	15/10½
Stockholm ..	Kr. to £	18.159	19.70	21/8½
Warsaw ..	Zloty to £	43.38	33	15/2
Zurich ..	Fr. to £	25.2215	18.80	14/11

Bank rate 2½ per cent.

Pharmaceutical Chemicals, etc.

THE break in the markets for the holidays has been followed by the usual subdued re-opening. Business, so far, has been generally quiet with but little change to record. Competition is rather marked in some products.

ACETANILID remains quiet; market fairly steady: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL continues in occasional call with quoted prices maintained: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—Dealers' prices for spot supplies vary with material to come forward dearer: crystals, five cwt., 17s. 1d.; two cwt., 17s. 3d.; less than two cwt., 17s. 3d. per lb., with powder 2d. per lb. extra.

AMMONIUM BENZOATE is mentioned on spot at about 3s. 4d. to 3s. 6d. per lb., as to quantity.

ASPIRIN.—This market is very steady and business is quite good for the time of the year; home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d., per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d., per lb., f.o.b.; less than one cwt., 2s. 9d. per lb., ex works.

BARBITONE.—Spot prices vary and shipment quotations would be rather dearer: two cwt., 10s. 7d.; one cwt., 10s. 8d.; 56 lb., 10s. 10d.; smaller parcels, up to 11s. 3d. per lb.

BENZONAPHTHOL has been dull; dealers quoting in the region of 3s. 6d. to 3s. 8d. per lb., as to quantity.

BENZOIC ACID (B.P.) meets with a steady demand and the market is unchanged: quantities, ex works, 1s. 10½d.; spot parcels, 1s. 11d. to 2s. per lb., ex store.

BROMIDES.—Home makers' quoted prices are keeping steady and a moderate business is being done; imported material is offering at about competitive prices: ammonium, not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 5d.; one cwt., 1s. 6d.; smaller quantities, 1s. 9d. per lb.; sodium B.P., not less than five cwt., 1s. 7d.; one cwt., 1s. 8d.; smaller quantities, 1s. 11d. per lb. Special prices for bulk quantities.

CAFFEINE.—Continental material is now being quoted down to 5s. 9d. per lb., for cwt. lots of pure; citrate, in cwt. lots, is also cheaper at 4s. 6d. per lb.; higher prices for smaller parcels. Competition is very keen.

CALCIUM LACTATE is fairly steady on a keen market; business moderate: spot, 1s. 2d. to 1s. 5d. per lb., as to quantity.

CHLORAL HYDRATE.—Home makers' prices are very steady: duty-paid crystals, in 14-lb. containers, ten cwt., 3s.; five cwt., 3s. 0½d.; one cwt., 3s. 1½d.; 56 lb., 3s. 2½d.; 28 lb., 3s. 3d. per lb., and in 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Home makers' quoted price is 1s. 1d. per lb., less 5 per cent. discount, nominal and without engagement: some imported material offering at about level figures.

U.S. exports of citrate of lime for the period January-February totalled 1,390,502 lb., valued \$143,775, compared with 498,724 lb. (\$64,000) for the same period of 1931.

CREAM OF TARTAR.—British makers are quoting for this market at 10½s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are offering at about the same rates.

GUAIACOL CARBONATE is about steady with the demand poor: five cwt., 7s. 7d.; two cwt., 7s. 9d.; one cwt., 7s. 11d.; smaller quantities, up to 8s. 3d. per lb.

HEXAMINE.—Competition is rather keen for a limited business: free running crystals, spot, from 2s. 3½d. to 2s. 8d. per lb., as to quantity.

HYDROQUINONE.—Dealers' prices are steady: ten cwt., 4s. 8½d.; five cwt., 4s. 9½d.; two cwt., 4s. 10½d.; one cwt., 4s. 10½d.; 56 lb., 4s. 11½d.; 28 lb., 5s. 1½d.; 14 lb., 5s. 3½d.; 7 lb., 5s. 5½d.; 1 lb., 6s. per lb., carriage paid.

LACTIC ACID (B.P.).—The market is unchanged and business is moving on a fair scale: bulk quantities in carboys, 1s. 5½d. to 1s. 6d.; smaller quantities in demijohns and winchesters, 1s. 7d. to 1s. 8½d. per lb., carriage paid.

METHYL SALICYLATE (B.P.).—Business is quite good and the market is very steady: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; smaller quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices for spot are competitive; market is dull: two cwt., 18s. 1d.; one cwt., 18s. 7d.; 56 lb., 19s. 2d.; small parcels, 19s. 6d. per lb.

METOL meets with a fair inquiry and quoted prices are maintained: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 6d. per lb., in tins; bottles extra, and higher prices for smaller quantities.

MILK SUGAR.—Continental material is offering at keen prices: one ton, 54s. 6d.; ten cwt., 55s. 6d.; two cwt., 56s. 6d.; per cwt., in two-cwt. cases.

MOLYBDATES.—Makers' prices are as follows: molybdic acid, 28 lb., 5s. 3d.; 7 lb., 5s. 6d.; smaller quantities, 5s. 9d. per lb.; ammonium molybdate, 28 lb., 5s.; 7 lb., 5s. 3d.; smaller quantities, 5s. 6d. per lb. net, packages extra. Special prices for contracts and bulk quantities.

PARAFORMALDEHYDE.—Prices quoted for bulk quantities are keen; business has been unimportant: 100 per cent. powder, quantities in kegs, 1s. 2d.; smaller parcels, up to 1s. 5d. per lb.

PHENACETIN.—Business on spot is limited and dealers' prices are competitive; dealer to come forward: crystals, ten cwt., 5s. 3d.; five cwt., 5s. 4d.; two cwt., 5s. 5d.; and less, 6s. per lb., with powder 2d. per lb. extra.

PHENAZONE.—Dealers' quoted prices are unchanged; business quiet with competition in evidence; dealer forward: crystals, ten cwt., 9s.; five cwt., 9s. 3d.; two cwt., 9s. 5d., and less 9s. 9d. per lb., with powder 2d. per lb. extra.

PHENOLPHTHALEIN is rather easy as quoted with business slow: ten cwt., 4s.; two cwt., 4s. 3d.; less than two cwt., 4s. 6d. per lb.

PHENYL ETHYL BARBITURIC.—Prices for the acid and sodium for this market have been fixed at the following rates: one cwt., 50s., 56 lb., 51s. 6d.; 28 lb., 53s.; smaller parcels, 54s. 6d. per lb., in 2-lb. bottles; smaller packing extra.

POTASSIUM PERMANGANATE (B.P.).—Market is steady, business fair; quantities in drums, 8½d. to 9d.; druggists' parcels, 9½d. to 9¾d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Spot prices range from 4s. 8d. to 5s. per lb., as to quantity; market is dull.

PYROGALLIC ACID.—Home makers' prices are unchanged; business fair: one cwt., 6s. 9d.; 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SULPHATE.—The Convention price for this market is unchanged at 2s. 3d. per oz., carriage paid on bulk quantities.

U.S. imports for the period January-February totalled 140,700 oz., valued at \$47,233, compared with 176,000 oz. (\$62,841) for the same period of 1931.

RESORCIN.—The market is steady on quotation; business slow: spot, crystals, one cwt., 4s. 6d.; 56 lb., 4s. 7d.; 28 lb., 4s. 8d.; 14 lb., 4s. 10d.; 7 lb., 5s.; less than 7 lb., 5s. 6d. per lb., with powder 3d. per lb. extra.

SACCHARIN is steady at the recent reduction: 550 1 lb., 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Home makers' prices are well maintained: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

SALOL.—Spot values quoted by dealers are steady; business slow: crystals, two cwt., 5s. 7d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10½d.; smaller parcels, 6s. per lb.; powder, 2d. per lb. extra.

SODIUM BENZOATE (B.P.) is selling in fair quantities with keen prices for bulk lots: quoted on spot from 1s. 7½d. up to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE is offering on spot with business poor: one cwt., 12s. 8d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; less than 14 lb., 13s. 8d. per lb.

SODIUM SALICYLATE (B.P.).—A very fair business is being done with the market steady at makers' and dealers' prices; home trade: powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4½d.; 1 lb., 2s. 7d. per lb., with crystals 1d. per lb. extra.

SULPHONAL.—Market has remained quiet; dealers' spot prices are keen: crystals, two cwt., 14s. 6d.; one cwt., 14s. 11d.; 56 lb., 15s. 3d.; small parcels, up to 15s. 9d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—British makers' quoted price remains at 1s. 1¼d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are slightly cheaper.

THEOBROMINE.—Continental material is offering at still cheaper prices: pure alkaloid, 5s. 6d. to 5s. 9d.; sodium salicylate, 5s. to 5s. 4d. per lb., as to quantity.

THYMOL.—Dealers' prices for synthetic are cheaper with the market still dull: synthetic, fine white, one cwt., 5s. 10½d.; 56 lb., 6s.; 28 lb., 6s. 1½d.; 14 lb., 6s. 3d. per lb.; ex ajowan seed, one cwt., 7s. 6d.; 56 lb., 7s. 7½d.; 28 lb., 7s. 9d.; 14 lb., 8s. per lb.

VANILLIN.—Sales prices for the limited business passing are close up to the fixed prices: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 18s. per lb., as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

ACONITE ROOT.—Napellus and Japanese are available on spot at former rates.

AGAR-AGAR.—This market is flat and quoted easier and is still weak. Spot, Kobe No. 1, 3s. 6d.; No. 2, 3s. 4d.; Yokohama No. 1, 3s. 4d. per lb., and less for bulk quantities. Shipment is also easier: Kobe No. 1, 2s. 7d.; No. 2, 2s. 3d.; Yokohama No. 1, 2s. 3d. per lb., c.i.f.

U.S. imports for the period January-February totalled 45,930 lb., valued \$26,071, compared with 10,662 lb. (\$7,179) for the same period of 1931.

ANTIMONY.—The market is steadier. Chinese crude, spot, £16; shipment, £14, c.i.f. Chinese oxide, spot, £27; shipment, £20, c.i.f.

ARNICA FLOWERS.—Some spot supplies of Montana are offering at about 9d. per lb.

ASAETIDA.—Some limited spot supplies are being quoted at 80s. to 100s. per cwt. for ordinary to fair quality.

BALSAMS.—The demand has been slower, with *Tolu* quoted at about 3s. 6d. per lb.

BUCHU.—There has been a steady business in smallish quantities, with spot values for new crop leaves well maintained at former rates.

CAMPITOR.—Business is still negligible and the market, although again quoted easier, is by no means steady. Spot, Japanese, slabs, 2s. 6d.; flowers, nominal; tablets, 3s. 2d. per lb.; the shipment market is also easier, with very little interest shown: slabs, 1s. 10½d.; flowers, 1s. 11d.; tablets, 2s. 4d. per lb., c.i.f. English refined camphor is quoted by makers as follows: flowers, one cwt., 3s. 4d.; 28 lb., 3s. 5d.; small lots, 3s. 6d. per lb. Transparent tablets: 4 oz., 8 oz., 16 oz., 3s. 7d.; 1 oz., 2 oz., 3s. 8d.; ½ oz., ¼ oz., 3s. 9d. per lb. Special rates apply for quantities and contracts. Quoted without engagement.

U.S. imports for period January-February were as follows: Natural, crude, 356,347 lb., valued \$105,339, compared with 141,532 lb. (\$53,967) in 1931; natural, refined, 239,953 lb., valued \$103,827, compared with 154,200 lb. (\$74,151) in 1931; synthetic, 145,901 lb., valued \$40,508, compared with 400,352 lb. (\$130,105) in 1931.

CASCARA SAGRADA.—Reports to hand indicate that shippers' ideas of prices for 1932 peel for June-August shipment are dearer, in the region of 45s. per cwt., c.i.f.

CELERY SEEDS.—Dealers quote spot about 130s. per cwt.

CHAMOMILES.—A steady business is being done, with former prices well maintained.

CLOVES.—After the recent declines in values the market is steadier and quoted prices show a slight recovery. Zanzibar, spot, 7½d.; shipment, May-June, 7½d.; June-July, 7½d.; c.i.f. Madagascar, spot, 7½d. per lb. sellers.

The landings of Zanzibar in London during the week ended May 14 were 183 and the deliveries 27, leaving a stock of 2,221, against 642 in 1931. From January 1 to date landings of Zanzibar have been 4,325, against 667 in 1931, and the deliveries 4,092, against 1,038 in 1931. Landings of Madagascar for the week ended May 14 were *nil* and the deliveries *nil*, leaving a stock of 1,603, against 853 in 1931. Landings of Madagascar this year to date have been 782, against 1,395 in 1931, and the deliveries 185, against 1,438 in 1931.

COCOA BUTTER.—The market is steady and unchanged. English quoted from 9½d. to 10½d. per lb., as to quantity.

COCONUT (DESICCATED).—The market has been slow so far, but the tone is steady. Spot, fine, 25s.; medium, 25s. per cwt.; shipment, halves, May-June, 22s. sellers, c.i.f.

COD-LIVER OIL.—Finmarken fishing is reported to have been poor, resulting in no material increase in oil production for the season, which was last reported as 85,939 hectol. As is usual at this time of the year, the market is on the quiet side, but the shipment price for finest Lofoten steam-refined non-freezing medicinal oil is unchanged at 84s. per barrel, c.i.f. Spot is quoted at about 102s. 6d. per barrel, ex wharf, duty paid.

ERGOT.—Russian, less than ten cwt., 1s. 9d.; ten cwt. to one ton, 1s. 7½d.; one ton and over, 1s. 6½d. per lb., ex warehouse, duty paid; for export, a rebate of 1½d. per lb. on the above scale, ex bonded warehouse. Some offers may be at slightly lower rates.

FENNEL SEEDS.—Spot stocks are quoted at about 35s. per cwt.

GELATIN.—Business has been a trifle better and the market is steady. Spot, gold leaf, 1s. 11d.; silver leaf, 1s. 9d.; bronze leaf, 1s. 6d.; thin leaf, 1s. 5d. per lb., in cwt. cases.

GENTIAN.—Dealers are quoting sliced at about 55s. per cwt. and whole at 45s. per cwt., spot.

GINGER.—The market is steadier, although business has been poor. West African, spot, 23s. 6d.; for arrival, sellers at 22s. c.i.f.

GUM ACACIA.—Business on spot is slow, with quoted prices unchanged at former rates. Shippers' prices are steadier and at a slight advance.

U.S. imports for period January-February totalled 999,044 lb., valued \$46,889, compared with 1,482,102 lb. (\$135,195) for the same period of 1931.

HONEY.—The market is generally quiet and quoted unchanged. There has been a fair call for Chilean and some inquiry for Californian, but the prices mentioned for the latter failed to attract the business.

LYCOPodium is steady on spot as quoted at about 3s. 6d. per kilo.

MENTHOL.—This market shows further weakness and business remains very disappointing. K/S brands, on spot, nominal at about 14s. 4½d., and less for bulk quantities. Shipment is irregular and easy as quoted, with May-June and July-August at about 10s. 3d. per lb., c.i.f., nominal.

U.S. imports for the period January-February totalled 71,640 lb., valued at \$164,697, compared with 69,665 lb. (\$166,952) for the same period of 1931.

MERCURY.—The spot market shows a further decline, with offers now down to about £14 12s. 6d. to £15 per bottle, ex wharf, duty paid. Shipment for Spanish-Italian is unchanged at 65 dollars per bottle, f.o.b. Continental port.

PARSLEY SEEDS.—Dealers quote about 35s. per cwt. for spot supplies.

PEPPER.—Shipment figures are steadier and show a slight recovery on the week. The spot market has so far been quiet. Lampong, spot, 6½d.; afloat, 5½d.; shipment, April-June, 5½d.; May-July, 5½d.; August-October, 4½d., c.i.f.; Tellicherry, spot, 7½d.; shipment, April-May, 6½s., c.i.f.; Aleppy, spot, 7d.; shipment, April-May, 6½s., c.i.f.; white Muntok, spot, 6½d.; shipment, April-June, 5½d.; May-July, 5½d.; August-October, 5½d. per lb., c.i.f.

PIMENTO.—Spot offers are slightly cheaper, from 2½d. per lb.; market dull. Shipment is quoted at 2½s. 6d. per cwt., c.i.f.

QUASSIA CHIPS.—Dealers offering spot supplies at about 24s. 6d. per cwt.

QUINCE SEED.—Some spot stocks are available at about 5s. 6d. per lb.

RUBBER.—The feature of the week has been the big fall in U.K. stocks, with a return of 119,010 tons, against 123.85 tons last week and 140,207 tons a year ago. The market has been lifeless since the reopening and values remain at low levels. Standard ribbed smoked sheet, sellers, spot, 2d.; May, 2d.; June, 2d.; July-September, 2½d.; October-December, 2½d.; January-March, 1933, 2½d.; April-June, 2½d. per lb.

SAFFRON.—Prices show a further advance for all qualities and the market is very steady, with the shipment position firm. Spot, prime B.P., 55s. 9d.; extra B.P., 50s. 9d.; super B.P., 42s. 9d. per lb., and slightly less for bulk quantities.

SARSAPARILLA.—The shortage of grey Jamaica on spot has resulted in prices moving up to 2s. 3d. per lb.

SEEDS.—Market quiet, with very little business passing. **ANISE.**—Spanish, 52s. 6d.; Bulgarian, 37s. 6d.; Russian, 34s. per cwt. on spot. **CANARY.**—Prices lower: Mazagan, 17s.; Tangier, 14s. 6d.; Kenitra, 14s. **LINSEED.**—Spot, Mazagan, 15s.; Morocco, 14s. 6d. **CORIANDEr.**—Morocco, 1929 crop, is offering at 16s. 9d.; wormy, 15s.; new crop for June-July shipment quoted at 14s. 3d. c.i.f. **CUMIN.**—Malta, spot, 37s. 6d.; Morocco, 27s. 6d.; and for shipment, 25s. c.i.f. **FENUGREEK.**—Tunisian, 16s. spot; Morocco, 15s. **CARAWAY.**—Dutch on spot quoted at 32s. **MUSTARD.**—English, 22s. to 32s. per cwt. according to quality.

SENEGA.—Spot is at about 1s. 7½d. per lb., with a little more interest shown.

SENNA.—The market has been very flat so far this week. Quoted prices are unchanged, with Timnevely about steady and the medium qualities of Alexandrian pods rather unsteady.

U.S. imports for the period January-February totalled 438,199 lb., valued \$17,955, as compared with 75,374 lb. (\$5,226) for the same period of 1931.

SHELLAC.—The market has been rather sluggish, with quoted values unchanged; market is steadier. Spot, standard TN orange, about 55s.; fine orange, 62s. 6d. to 127s. 6d.; pure button, 70s.; for delivery, TN sellers, May, 45s. 6d.; August, 47s.; October, 48s.; for arrival, TN sellers, May-June, 41s. 6d. c.i.f.

SQUILL.—Fine white is quoted on spot at 25s. and medium white at 21s. per cwt.

STRAMONIUM LEAVES.—Some good green Hungarian on spot are quoted at about 55s. per cwt.

TUBA ROOT.—Some whole high-testing root is quoted on spot at 1s. 1d. per lb.

VALERIAN ROOT.—The spot price is in the region of 37s. 6d. per cwt. Reports from origin state that very little has been planted this year.

WAX (VARIOUS).—Prices quoted are about unchanged, but business is slow in all directions. **JAPANESE**, on spot, is quoted at 55s. per cwt., and the market remains dull. **CARNAUBA**, fatty grey and chalky grey is at 70s.; medium yellow, steady, 140s.; fine yellow, 150s. **CANDELILLA** is unchanged at 90s. per cwt.; **SPERMACEtE**, steady at 9½d. per lb. spot; **PARAFFIN** is about steady from 22s. 6d. to 50s. per cwt. as to melting point. **CERESIN** is quoted from 35s. to 30s. per cwt. as to colour and melting point. **BEES'** is about unchanged with the market dull; bleached, discs, £7 12s. 6d.; slabs, £7 7s. 6d.; yellow refined, £5 12s. 6d.; yellow crude, 97s. 6d. per cwt., spot.

Essential Oils, etc.

A LIMITED volume of business is being done and sales prices are generally keen. Japanese peppermint is much easier and closes flat. The American oil also shows signs of weakness. Sicilian lemon continues to be quoted for shipment and on spot over a wide range of prices.

ANISE (STAR).—Spot is unchanged with business slack; shipment is rather steadier and a point dearer: spot, "Red Ship," in leads, 2s. 1½d.; in tins, 2s.; in drums, 1s. 10d.; shipment, in leads, 1s. 8d.; in tins, 1s. 7d.; in drums, 1s. 6½d. per lb., c.i.f.

BERGAMOT.—The Convention price for this market continues at 10s. 6d. per lb., c.i.f. for fair quantities. Supplies on spot are freely offered at about 10s. 6d. per lb.

U.S. imports for the period January-February totalled 18,698 lb., valued \$32,555, compared with 10,891 lb. (\$23,335) for the same period of 1931.

BOIS DE ROSE.—The market for Cayenne is steady in the region of 6s. 9d. to 7s. per lb.; Brazilian is offering at about 3s. 1d. to 3s. 3d. per lb., as to quantity.

CAJUPUT is fairly steady but with little business moving: spot, about 2s. 9d. per lb.

CARAWAY seems to be of small interest with dealers offering spot supplies of Continental twice-rectified at 8s. 6d. to 8s. 9d. per lb., as to quantity.

CASSIA has been weakening of late, but the market is now steadier with spot about 4s. per lb., for quantities; shipment is in the region of 3s. 1d. per lb., c.i.f.

CEDARWOOD continues to be offered at keen prices with quality varying to some extent. Spot, quantities in drums, 1s. 9½d. to 1s. 10½d.; smaller parcels, from 1s. 11d. per lb.

CITRONELLA.—Dealers quoted prices are about unchanged, but the market is inclined to be easy with business slow: Java, spot, 2s. 8½d.; shipment, 2s. 4½d. per lb., c.i.f. Ceylon, spot, 1s. 7½d., and shipment 1s. 6½d. per lb., c.i.f.

CLOVE.—A fair business is reported with the market steady: English, 90 to 92 per cent., in cwt. lots, 4s. 6d. per lb.; Madagascar, 3s. 9d. to 4s. per lb., as to quantity.

EUCALYPTUS.—The market is keen for any good sized business with quoted prices about unchanged.

GERANIUM.—There is little interest in the spot market with holders asking about 27s. 6d. per lb. for Bourbon. Algerian is quoted at 27s. 6d. per lb., spot. Shipment figures are well up to spot values.

JUNIPER BERRY (B.P.) is freely offered on spot at about 4s. 9d. per lb. for fair quantities; business remains slow.

LA VENDER.—Inquiry has been a little better: French, 36 to 38 per cent., 10s. 6d.; 38 to 40 per cent., 10s. 9d. per lb., for fair quantities, to arrive. Some brands may be slightly cheaper.

LEMON.—Prices both on spot and for shipment continue to vary to an unusual extent, with isolated cheap offers. Business seems to have been moderate, and mostly going to the cheaper sellers. Sicilian hand-pressed new crop, 4s. to 5s. per lb., c.i.f., and spot about 4s. 6d. to 5s. 6d. per lb., as to brand and quantity. Californian, spot, 62 cents per lb., in drums.

U.S. imports for the period January-February totalled 50,150 lb., valued \$35,414, compared with 46,435 lb. (\$29,284) during the same period of 1931. U.S. exports for the same period of 1931 totalled 17,907 lb., valued \$7,990.

LEMONGRASS is in no great request and the market is easy as quoted at 2s. per lb. for fair quantities; shipment, about 1s. 10d. c.i.f.

LIME.—This market is steady and business is fair: West Indian, 36s. to 37s. 6d. per lb., as to quantity.

ORANGE.—The market is about unchanged on the week with business slow; Sicilian sweet, for shipment, about 6s. 9d. per lb., c.i.f.; spot, 7s. 6d. to 7s. 9d. per lb. French Colonial, 5s. 11d. per lb., c.i.f. West Indian, hand-pressed, 5s. 6d. per lb., c.i.f. Californian, spot, 82 to 92 cents per lb., as to quantity.

U.S. imports for the period January-February totalled 26,909 lb., valued \$24,335, compared with 40,366 lb., valued \$77,552 during the same period of 1931. U.S. exports for the same period totalled 6,378 lb., valued \$6,749.

PALMAROSA is steady on a quiet market as quoted at 8s. 6d. per lb.

PEPPERMINT.—The spot market for Japanese dementholised is slack and unsteady at the cheaper figure of 4s. per lb. Shipment is again easier, and is weak as quoted: May-June, 3s. 2d.; July-August, 3s. 2d. per lb., c.i.f. Reports from origin indicate a tendency to weaker markets for American oil. Spot values are nominally unchanged with natural about 9s. 3d., and redistilled about 10s. 3d. per lb.

U.S. exports for January-February totalled 57,562 lb., valued \$95,019, compared with 34,400 lb. (\$71,738) for the same period of 1931.

PETITGRAIN remains quiet and easy as mentioned on spot at from 4s. to 4s. 2d. per lb., as to quantity.

SASSAFRAS continues to be quoted on spot at about 5s. per lb.; business is dull.

SPERMINT is unchanged on a dull market with spot about 7s. 7d. to 7s. 9d. per lb., as to quantity.

The following quotations are current for synthetics, etc.; Acetophenone, 6s. 3d. to 6s. 6d. per lb.; amyl acetate, pure, 12s. per cwt.; technical, 11s. per cwt.; amyl salicylate, 2s. 2d. per lb., in cwt. lots; aubepine, ex para cresol, 9s. to 9s. 6d. per lb.; benzaldehyde, f.f.c., 2s. 1d. to 2s. 4d. per lb.; benzyl acetate, f.f.c., 1s. 5d. to 1s. 8d. per lb.; benzyl alcohol, 1s. 7d. to 1s. 9d. per lb.; bromstyrol, 100 per cent., 12s. to 12s. 6d. per lb.; butyric acid, 3s. 3d. to 3s. 6d. per lb.; citral, chemically pure, 7s. 6d. to 7s. 9d.; coumarin, 13s. to 14s. per lb.; ethyl phthalate, 2s. 8d. to 2s. 9d. per lb.; eugenol, 7s. 10d. to 8s. 6d. per lb.; geraniol, ex palmarosa, 16s. to 18s. per lb.; heliotropin, 100 per cent. crystals, 6s. to 6s. 6d. per lb.; iso eugenol, 10s. 6d. to 10s. 9d. per lb.; methyl anthranilate, 6s. 6d. to 7s. 6d. per lb.; mirbane, 8½d. to 10d. per lb.; musk ketone, 29s. 10d. per lb., with bonus for quantities; phenyl ethyl alcohol, 8s. to 8s. 6d. per lb.; safrol, 2s. to 2s. 6d. per lb.; terpineol, 1s. 3d. to 1s. 6d. per lb.

Fixed Oils, etc.

BUSINESS has been slow since the holiday break, but some items, such as American turpentine, linseed (raw, naked) and palm oils are keeping steady, and show some slight improvement. Castor oils are again a point easier, and cotton oils are slightly cheaper. **ACID OILS** are quiet and market is rather unsteady: coconut and/or palm kernel, 22s. 6d.; groundnut, 21s. 3d.; soya, 15s. 3d., spot. **CASTOR.**—The market shows a further slight fall, and business remains slow: pharmaceutical, 43s.; first pressings, 38s.; second pressings, 35s. (barrels); cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots. **Bombay, 33s.** (drums) c.i.f., nominal. **COCONUT** is rather steadier but business is still quiet: deodorised, 33s. 6d. (barrels), spot; Ceylon, 23s. 6d. (drums), c.i.f. **COTTON.**—Prices quoted show a further slight reduction with the market still dull; deodorised, 26s.; common edible, 24s.; coapmaking, 22s.; crude, 21s. 6d. (barrels), spot. **GROUNDNUT** is maintained at former rates, and the market is steady: deodorised, 41s. 6d. (barrels), spot; crude Oriental, 35s. 6d. (drums), c.i.f. **LINSEED (RAW, NAKED).**—With values about level on the week the market closes steady and business is quiet: on spot, 14s. 6d.; May, 13s.; June-August, 13s. 3d.; September-December, 14s.; January-April, 15s. **Boiled oil, on spot, 17s. 3d.** **OLIVE.**—Some limited business is being done with quoted prices about unchanged: edible, in drums, 7s. 6d.; in tins in cases, 8s.; B.P., 4s. 9d. per gallon, in 40-gallon barrels. **PALM.**—The market shows a slight recovery after the recent declines, and is rather steadier: Lagos, 16s.; softs, 15s. 6d.; mediums, 15s. 9d.; hards, 13s. 3d.; bleached, 13s. 9d., spot. **PALM KERNEL** is steady with the market quiet: deodorised, 31s. 6d.; crude, 24s., spot. **RAPE** is unchanged on a slow market: refined, 33s.; crude, 31s., spot. **RESIN.**—The market is fairly steady and prices are maintained: B, 12s.; D, 12s. 3d.; F/G, 12s. 9d.; N, 19s.; W/G, 22s.; W/W, 23s. 6d. per cwt. ex wharf. **SOYA.**—The market is quoted a point easier and business is slow: deodorised, 26s. 6d.; crude, 23s. 4½d., spot. **TURPENTINE.**—At a further slight advance the market continues quite steady: total London stocks, 14,672 barrels. On spot, 58s. 3d.; June, 57s. 6d. **WOOD.**—Hankow is much cheaper this week with the spot quotation at 45s. 6d.

Coal Tar Products, etc.

In some lines there is a little more inquiry and the general tone is fairly steady. Carbolic acid crystals continue very steady. Pitch is being inquired for in good volume for autumn shipment. Cresylic acid is moving in moderate volume and there has been a little more interest in creosote oil this week. **BENZOL.**—Business continues on a good scale and the market is very steady: standard motor 90's, 1s. 4½d. per gallon, in tank wagons, ex works; pure, 1s. 10½d. to 1s. 11½d. per gallon. **CARBOLIC ACID CRYSTALS** (39° to 40° C.).—The market has been rather quieter but prices are quite steady: quoted from 6½d. to 7d. per lb., carriage paid or f.o.b., in drums with over-casks; crude 60's, 1s. 7½d. to 1s. 9d. per gallon, naked at works. **CRESYLIC ACID.**—A little more inquiry is being received, with quotations remaining at low levels: pale 99 to 100 per cent., about 1s. 5d.; dark 95 per cent., 1s. 1½d.; special qualities, 2s. 2d. to 2s. 6d. per gallon, ex works. **AMERICAN DUTY-FREE ACID, 1s. 4d. to 1s. 6d. per gallon f.o.b.** **CREOSOTE OIL.**—There has been rather more business coming on the market and the tone is steady: bulk quantities, 4½d. to 5½d. per gallon, f.o.r. works. **SOUTH ENGLAND. KEROSENE.**—The market is steady at former rates; business quiet; water-white, 11½d.; standard white, 10½d. per gallon, in barrels, ex wharf, London; in bulk, 3d. per gallon less. **MOTOR SPIRIT.**—National distributors' prices are unchanged: No. 1, 1s. 3½d. per gallon, delivered in bulk for England, Wales and South Scotland; 1s. 4d. for Belfast, and 1s. 4½d. for remainder of Northern Ireland and North Scotland; 1s. 0½d. for Irish Free State, with Dublin 11½d. per gallon; No. 3 spirit, 2d. per gallon less, and aviation spirit, 4d. per gallon more in all cases; 1d. to 2d. per gallon more in two-gallon tins, as to district. **NAPHTHALENE.**—Supplies are limited on spot, with balls quoted from £16 to £16 7s. 6d. per ton, in cases. **PITCH.**—Inquiry for shipment for next season is good, with the quotation for medium-soft nominal at 87s. 6d. to 90s. per ton, f.o.b. East Coast. **SOLVENT NAPHTHAS.**—The market is steadier at the slightly better figures now quoted; business is quiet: 90 to 160, 1s. 3½d. to 1s. 4½d.; heavy 90 to 190, 1s. 0½d. to 1s. 1d. per gallon, naked at works. **TOLUOL** is about steady, with not much business moving: commercial 90's, 2s. 3d.; pure, 2s. 7½d. per gallon, ex works, in bulk quantities. **XTOL.**—The market is slightly easier but steadier, with a tendency to recover: commercial, 1s. 9½d.; pure, 1s. 11½d. per gallon ex works, in bulk quantities.

Indian Chemical Imports for 1931

THE total value of imports of industrial chemicals, acids, disinfectants, glycerine and sulphur for 1931 was Rs. 187½ lakhs against Rs. 193 lakhs in 1930. Imports of drugs and medicines for 1931 were valued at Rs. 139½ lakhs, against Rs. 137½ lakhs, the chief items being: camphor, Rs. 20 lakhs; proprietary and patent medicines, Rs. 35 lakhs; quinine salts, Rs. 18 lakhs.

Gum Acacia—Sudan Exports

BOXALL & Co. report the exports for March 1932 totalled 2,367 tons, against 2,596 tons in March 1931, and for January-March 1932 6,135 tons, against 7,543 tons in January-March 1931. The following were the chief destinations:—

DESTINATION	1931			1932		
	Jan./Feb.	Mar.	Total	Jan./Feb.	Mar.	Total
Great Britain ..	1,287	809	2,096	878	662	1,540
U.S.A. ..	955	323	1,278	486	292	778
France ..	418	327	745	442	495	937
Germany ..	520	326	846	546	120	666
Italy ..	292	125	417	268	195	463
Belgium ..	381	159	540	171	162	333
Japan ..	349	154	503	291	31	322
Spain ..	91	39	130	73	55	128
Holland ..	128	103	231	198	91	289
Sweden ..	117	42	159	60	10	70
Norway ..	5	11	16	4	3	7
Australia ..	77	64	141	46	114	160
New Zealand ..	7	4	11	3	8	11
China ..	128	23	151	56	15	71
Canada ..	20	2	22	17	2	19
British India ..	56	—	56	37	10	47
Denmark ..	18	5	23	31	23	54
Finland ..	2	9	11	6	10	16
Poland ..	15	10	25	5	4	9
Egypt ..	15	16	31	55	7	62
Argentina ..	25	7	32	42	26	68
Brazil ..	11	5	16	22	1	23

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Council Election

SIR,—Please allow me to take this early opportunity to return thanks for my re-election to the Council for a further period of office. But I am chiefly glad that the policy of the Council has been so signally endorsed by the personal vote of the members of the Society.

Yours faithfully,

F. GLADSTONE HINES.

London, May 18.

The Delegates' Meeting

SIR,—I have received letters from three delegates present at the recent meeting, who say that the vote of confidence in the Council with which the meeting was concluded should not have been described in the report as unanimous, as it had not their support. There is no doubt that the meeting was asked to pass a unanimous vote of confidence in the president, subsequently extended to the Council, and no one present voiced an objection to the vote being unanimous. It is clear, however, that at least three persons were not in agreement and the report should therefore have described the vote as being passed *nemine contradicente*.

Yours faithfully,

H. N. LINSTAD,

Secretary, Pharmaceutical Society
of Great Britain.

17 Bloomsbury Square, London, W.C.1.

The Dispensing Doctor

SIR,—It is not often I write to the papers, because the handicap of a one-man business in the country does not allow the time; and for this letter you must blame your correspondents "Retrogression," "Common Sense" (C. & D., April 30, p. 496) and the wet evenings—the antidote for which, I read some time ago, was to write to the papers about any old thing. One of the greatest traditions of this country has been its adherence to the principle of justice; but of late years, in some of its smaller affairs, it is straying from the path, and the testing of insurance dispensing is an example. I wish it to be clearly understood that my remarks are not intended to discredit the medical profession, nor do I wish to excuse my brother chemists who have been hauled before Insurance Committees for careless dispensing. I was very curious some time ago, when I was requested to take over, at short notice, some dispensing at a doctor's surgery, to know what conditions I should find compared with the dispensing in my own shop. What I found was first a pair of antiquated dispensing scales, once worked with a string, but which had evidently been missing for a long time. The drawer was stuffed with old labels, pieces of string, corks, and a few weights (unstamped). The general practice of dispensing powders was to shake a quantity on to a piece of paper—a pure guess—and put it in the bottle, add the other ingredients, and fill up. For insurance dispensing aqueous tinctures were used, and where these were not obtainable, concentrated tinctures. The old labels were left on the bottles until scarcely legible, and nothing was ever wrapped up. "Dangerous" drugs were stored openly on shelves in a happy-go-lucky manner. Small quantities of drugs, such as atropine sulphate, were "estimated." I certainly was surprised, particularly when I think of the trouble I go to in preparing sol. ammon. carb. from the re-sublimed, measuring bottles, etc. I was spending an evening with another doctor some weeks ago, and I asked him if he measured all his insurance dispensing. His reply was, "Do I ——" When I see chemists reported for small errors and nothing said about the other side, I sometimes begin to boil, and the letters

of your correspondents have caused me in a weak moment to "spill the beans" altogether. (I am aware that the same unequal distribution of justice occurs in other walks of life.) The trouble in N.H.I. is that there are a lot of people looking round to see that somebody else does the work (all Government departments are the same). The insurance officials toddle home at 5 o'clock or so to tea, tennis or golf. My work begins with the rush of N.H.I. scripts about a quarter of an hour before closing time, and ends frequently at the side door with a prescription not marked "Urgent." Cut out the unnecessary officials, restrict the benefits of N.H.I. to what was originally intended, instead of spoonfeeding the people to obtain everything they want, pay those adequately who do the work, and, above all, dispense justice all round, and there will be less incentive for either doctor or chemist to give anything except their best. I have said nothing about the general business of pharmacy. All the small shops in my village are filled up with packed drugs, etc.; the stores likewise sell everything they can except poisons; the farmers buy their poisons for sheep-dipping direct from the makers; unauthorised persons sell photographic goods; and the doctors do their own dispensing except N.H.I. So I think I shall ——. No, I must not begin again.—I am, etc.,

COUNTRY CHEMIST.

SIR,—At the meeting held at West Ham to hear the candidates for the Council election (C. & D., May 7, p. 505) Mr. Wells is reported to have said that pharmacists were doing from 90 to 95 per cent. of all the dispensing in the country. One must presume that he was referring to dispensing in shops, as one cannot think that he included all the dispensing that is done. So far as retail chemists are concerned the insurance work constitutes probably all the dispensing they do, except in very good-class districts. In the middle-class towns and suburban districts the amount of dispensing done in doctors' surgeries must be far greater than that done by the chemists; those pharmacists who have had an insight into this kind of work will know the quantity of medicine which is dispensed by doctors or their dispensers, while those who have not would be surprised if actual figures could be obtained. Besides this there is the dispensing in hospitals and institutions, and here again there is a large amount of dispensing to be accounted for; there are also the Army establishments. Taking the country as a whole it is doubtful whether pharmacists do much more than half the total dispensing.

Faithfully yours,

VOTER (17/5).

A Resented Photographic Competition

SIR,—My association wishes me strongly to protest against the manner in which the "Kodak Magazine" competition is being arranged. A letter was sent to the advertising committees of the holiday resorts, asking for support to the tune of £20, and only sixteen resorts, who were willing to pay £20 for prize-money, are included in the competition. The poster being sent out with the "Kodak Magazine" reads: "Spend your holidays where you can win cash prizes." We take great exception to this type of competition, and would like the opinion of the branches of the Photographic Dealers' Association in holiday resorts which are not included. Is it right that Messrs. Kodak should advertise sixteen towns and neglect the rest of the dealers all over the country?—Yours faithfully,

ARTHUR LARDER, M.P.S.,

Secretary, Lowestoft and District Branch of the
Photographic Dealers' Association, and of the
Chemists' Association.

The Pharmacy and Poisons Bill

SIR,—Why all this fuss about the Pharmacy and Poisons Bill? Who particularly wants to sell poisons? I am perfectly sure I do not. But what I do want to sell are the drugs and chemicals of which I had to acquire such necessary knowledge as would please my examiners to grant me a certificate allowing me to call myself a chemist, qualified to sell the drugs which now my bootmaker (without the least knowledge of the drugs) can sell and undercut in price. Now, if those far-seeing and eminent gentlemen who constitute the Council really wish to benefit the "profession," let them strive to get a new Pharmacopœia, cut out all unnecessary things such as treacle, honey, eggs, pepper, salt and all grocer's goods, reduce the book by half, print it in Latin, and get an Act passed that no person except a qualified chemist be allowed to trade in the articles we are compelled to acquire a thorough knowledge of.

Yours truly,
"E. SILK" (13/5).

SIR,—The following, transcribed from Sabatini's "Torquemada" (p. 30), it seems to me should have been considered by pharmacists in the past, and gravely studied by all of us who still carry on in this vale of tears:—"Who has yielded once has set up a precedent that will be urged against him to make him yield again, and yet again, until he shall have yielded all, and, having nothing left, must suffer an imperceptible effacement." In vulgar parlance, we have been taken "down the garden" so many times by our representatives that we despair of ever reaching the "promised land."

Yours, etc.,
J. H. C. (9/5).

N.H.I. Testing Schemes

SIR,—In view of the decision of the Ministry of Health regarding the proposal by the Devon Finance Subcommittee (C. & D., May 14, p. 529) the Pharmaceutical Service Subcommittee would be doing a national service if they were to supply particulars of the total expenditure incurred in conducting a prescription test. Such a statement should include details. It is a moot point also whether it is legal for a doctor to be ordered to write a prescription in the name of an insured person for whom the medicine is not intended, or to write the name of a fictitious person on a N.H.I. form. The sooner these tests are scrapped the better. Chemists and doctors have been subjected to cuts in payments, and it is only reasonable to insist in the reduction of the expenditure incurred in these testing schemes.

Yours faithfully,
ECONOMY (17/5).

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Appreciation

The advertising pages of the C. & D. afford striking evidence of the value placed upon it by manufacturers. The sameness of "get up" in contemporary journals is entirely absent in the C. & D. The advertisements arrest and interest the reader, and create the desire to buy, which is the ultimate aim of true advertising.—A. V. Z. (28/31)

A Bottle Incident

Frank English's comments (C. & D., January 9, p. 48) on the private marking of bottles is a sound one, and might advantageously be adopted by panel chemists. It recalls to my mind an amusing incident. When drawing a lady customer's attention to the capacity of a bottle, I happened to say that it was a panelled one, and received a reply, in an indignant tone, that such could not be the case as she was not on the panel! —H. C. M. (13/1).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

M. I. S. (3/58).—PEROXIDE TOOTH PASTE.—Potassium chlorate does not liberate oxygen when present in a tooth paste, although it is a good cleanser and partial solvent of mucus. Magnesium peroxide in tooth pastes is generally protected from decomposition by being triturated with liquid paraffin. The following formula yields a satisfactory tooth paste which should meet your requirements:—

Magnesium peroxide	...	...	100.0
Liquid paraffin	...	...	a sufficiency
Precipitated calcium carbonate	...	...	
in fine powder	...	...	1,000.0
Hard soap	...	...	25.0
Menthol	...	...	1.0
Oil of anise	...	...	1.0
Glycerin, a sufficient quantity to make a paste			

O. & S. (29/38).—NON-DELIQUESCENT CATTLE LICKS.—The following extract relating to the preparation of non-deliquescent salt ("Pharmaceutical Formulas," Tenth Edition, p. 507) will enable you to overcome the difficulty with cattle licks:—The impurities in common salt which cause deliquescence are magnesium chloride and calcium chloride, and these cannot be eliminated by purification except at great expense. It occurred, therefore, to Mr. G. D. Bowie in 1890 that if 3 per cent. of a carefully prepared mixture of potassium, sodium and calcium phosphates was added, this would convert the chlorides into phosphates, and also, by the dry nature of the calcium phosphate, make the salt naturally somewhat less prone to absorb moisture. Mr. G. Weddell (the inventor of Cerebos) in 1892 improved on this by adding purified bone ash (which is chiefly calcium phosphate) to a pure table salt, but in 1900 he put the matter on a more scientific basis by estimating in each consignment of pure salt the amount of magnesium chloride and calcium chloride present, and then adding the chemical equivalent of sodium carbonate and phosphate to convert these into dry carbonates and phosphates. Di-sodium hydrogen phosphate was used as the phosphate. The salts were mixed in and the whole dried at 100° C. The amount of phosphates present thus varies a little according to the quality of each consignment of salt; the average may be taken as 4 per cent. of phosphates, mostly calcium phosphate, which is not far different from Bowie's original suggestion.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," May 15, 1882

The Government Stamp

On Friday night last, in the House of Commons, on going into Committee of Supply, Mr. Warton (M.P. for Bridport) called attention to the subject of the sale of patent medicines. He said . . . he had also heard that a great deal of quackery was promoted by the Government stamp now levied on these medicines, the price of which was often advertised as 1s. 1½d. with the Government stamp. An apparent sanction, of which he strongly disapproved, was thus given by the Government to these medicines, and he suggested that, if the Chancellor of the Exchequer still thought fit to levy those duties, there ought at least to be some words placed on the stamps indicating that they were levied for fiscal purposes only, and were no guarantee for the goodness of the medicines.

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 Ergotin • Eserine • Ethylmorphine • Gingerine _____
 Hyoscyamine • Jalap Resin • Leptandrin _____
 Morphine • Opium • Podophyllin Resin _____
 Salicin • Santonin • Scammony Resin _____
 Strychnine • Veratrine and other _____
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The pure, concentrated extract of the finest Liquorice Root, guaranteed unadulterated. Rich in glycyrrhizin and therefore of high pharmaceutical value.

Packed with bay leaves in 4-lb. cartons, 28 in a case.

Stocked by the leading wholesale houses, or write direct to the manufacturers.

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London"

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MACANDREWS & FORBES LTD BUSH HOUSE
LONDON, W.C.2.

EPSOM SALTS
Commercial and B.P. Qualities
also Powdered

Glauber's Salt
Commercial and B.P. Qualities
and Desiccated

Zinc Sulphate
Commercial and B.P. Qualities

Zinc Chloride
Fused, Granulated and Liquid

**WILLIAM
BLYTHE
& CO., LTD.**

Holland Bank Chemical Works

**CHURCH
LANCASHIRE**

**Hyposulphite
of Soda** *Pea Crystals*
Lead Arsenate
Paste and Powder

**Precipitated
Sulphur**
WEED KILLER

*A list of our general Technical
Chemicals sent on application*

VEINOTROPE

**RADICAL TREATMENT of DISEASES
of the VEINS and their COMPLICATIONS**

In Tablets—

Formula M - For Men

Formula F - For Women

**Varicose veins, hæmorrhoids, phlebitis,
venous congestion at the meno-
pause and disorders of menstruation**

**A synergic medication based on organothera-
peutic extracts irradiated with ultra-violet rays**

CONTINENTAL LABORATORIES, LTD.

30 Marsham Street, London, S.W.1

"Taxolbs, Sowest, London."

Victoria 2041.

**RIPPIN
FOR
BENJAMIN**

CALL AND INSPECT OUR SAMPLES.

Phone : ROYAL 2165.

A.J. RIPPIN, Ltd., 17 Harp Lane, E.C.3

RENIPAS

the line that sells all the year round. Every day we register new Renipas users and regularly these try to purchase from Chemists and are turned away. They tell us so. Our register contains 21,000 names, and these are regular buyers who never fail to recommend others—a regular snowball business—why are you not in it? Your share is yours for the taking.

Renipas is stocked by principal Wholesalers, such as:—

**Butler & Crispe, May Roberts, Barclays,
Edwards, Newberrys, Sangers, Hodders
(Bristol), Daniels (Derby), etc.**

International Chemical Association, 69 Fleet St., London, E.C.4

SOLAZZI

The Chemist's Brand
LIQUORICE JUICE

**SOLAZZI JUICE IS GUARANTEED
TO CONSIST ENTIRELY OF THE
CONDENSED EXTRACT OF FINEST
CALABRIAN LICORICE ROOT
WITHOUT ANY ADMIXTURE WHATEVER**

Should any enquiry as to the composition of SOLAZZI be received from the public, Chemists are asked to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the accompanying guarantee obtains with every parcel.

WANTED

OLD ESTABLISHED LONDON FIRM
OF MERCHANTS HAVING A LARGE
CLIENTELE BOTH IN THE HOME
AND EXPORT TRADES ARE
DESIROUS OF EXTENDING THEIR
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ESSENTIAL OILS

**Foreign and
Colonial**

LIQUORICE JUICE

**Blocks and
Sticks**

GELATINE

**AND RAW MATERIALS IN GENERAL
FOR MANUFACTURING CHEMISTS AND
DRUGGISTS, MANUFACTURING CON-
FECTIONERS, PERFUMERS AND SOAP
MAKERS, ETC.**

**SOLE REPRESENTATION ENTERTAINED
ON COMMISSION OR PURCHASING
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CORRESPONDENCE TO BOX 204/309 CHEMIST AND DRUGGIST

COLLOSOL VETERINARY PRODUCTS

AN ADJUNCT TO THE WELL-KNOWN ACTIVITIES OF THE CROOKES LABORATORIES.

Collosol veterinary products are presented in attractive packings; they retail at a reasonable figure; ensure a handsome profit to the chemist, and add prestige.

A strong advertising campaign in the leading dog journals is bringing us a constant stream of orders, and enquiries as to where these preparations may be obtained.

We would much prefer that these orders were received by your good selves.

For full particulars and our range of veterinary literature write:—

May we inform our clients that you are holding a stock?

THE CROOKES LABORATORIES

(BRITISH COLLOIDS, LTD.)

VETERINARY DEPARTMENT,
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Telephone :
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Telegrams :
"Collosols, Harles, LONDON."

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**SPECIALISTS IN
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OINTMENTS & CREAMS FOR ALL CLIMATES & PURPOSES
FROM 1-OZ. TINS—TO—TONS

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T.M.S.

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*have been manufactured
continuously in our
factories for
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50 YEARS*

Thomas Morson & Son Ltd

Fine Chemical Manufacturers

**47 GRAYS INN ROAD
LONDON, W.C.1**

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... Win More Sales With "WINNING COLOURS" Dyes!

Packed in
Glass Tubes and
Attractive Cartons.

RETAIL AT

2d.

PER PACKET.

Cost **16/-** per gross.

Terms: 2½% 7 days.
Carriage Paid.

Attractive Show Matter
and Leaflets Supplied.

Send a **TRIAL ORDER**
to your Wholesaler.

(with the Little Secret)

DOUBLE STRENGTH SUPER DYES

for successful **HOME DYEING** of all
Dress Materials, Stockings and Household Fabrics

Manufactured by
THE UNITED INDIGO & CHEMICAL CO., LTD., HUDDERSFIELD

"WINNING COLOURS"

will dye any dainty
fabric without risk of
damage or mishap in the
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dyer.



"WINNING COLOURS"

dye with a perfectly
even tint — no cloudy
effects, spots or blotches.
The ideal fast dye for all
materials.

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SUMMER BRINGS STILL MORE SALES!

Women everywhere will use Snowfire Glycerine Jelly all the year round to make their hands soft and white. They will use more Snowfire Glycerine Jelly in summer as a sure protection against the sun and to soothe and cool skin that has already been sunburnt. Make special displays and remind your customers to take a tube or two on their holidays.

Snowfire
GLYCERINE JELLY (vanishing)

SNOWFIRE TABLET and **SOFT SNOWFIRE**
are always sure of a brisk demand for use at night.

Made by **F. W. Hampshire & Co. Ltd., Sunnydale, Derby.**

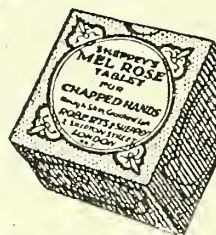
Agents:

Canada—
**Wilfred Noble & Co., 208
Victoria Street, Toronto.**

Australia—
**Messrs. Salmond & Spraggon
(Australia) Ltd., 218 Kent St.,
Sydney, N.S.W.**

MEL ROSE — FOR CHAPPED HANDS, &c. TABLETS

Manufactured for close on 50 years



The public demand is
maintained in spite of
many imitations, and
Chemists can rely on
sales all the year round.

Look to your Stocks.

2d. and 4½d.

MEL ROSE — CREAM

Sold in Jars for the Dressing Table.
Contains all the remedial properties of
the Tablet made up in a softer form.

9d.

ROBERTS & SHEPPEY SOLE MANUFACTURERS
2 SKIPTON ST., LONDON, S.E.1



**Special Once-In-Two-Years
offer starts May 20th
Closes June 18th**

You have already been advised of the details of this wonderful offer to the Trade. Until June 18th, 1932, each half-case ordered carries a bonus of four 1/- bottles of **Marshall's Lysol** free. This bonus of four shillings on each half-case swells your profits to



42% on Selling Price for 2 half-cases

43½% " " " for 3 half-cases

45½% " " " for 6 half-cases

Put in a big order for **Marshall's Lysol**, while this special offer holds good.

Millions of people are now reading the story of **Marshall's**, the original Lysol, told in a new and striking way. A big advertising campaign is running this year in the national newspapers and magazines.

This advertising is definitely increasing the demand for **Marshall's Lysol**. A good display on your counter, coupled with our special once-in-two-years offer, will mean ready sales at a big profit to you.

**FILL IN
YOUR
ORDER
FORM
TO-DAY**

MARSHALL'S
THE ORIGINAL
LYSOL

MADE IN ENGLAND

LYSOL LTD.

RAYNES PARK

LONDON, S.W.20

Do not tie up capital
in slow-selling lines
. . . concentrate on
remedies such as the



**GOOD
PROFITS**
**QUICK
RETURNS**
**NO DEAD
STOCKS**

VENO PRODUCTS

In keeping one's assets as fluid as possible lies the secret of success in business to-day. Foolish is the man who invests his capital in lines that, although offering high rates of profit, yet cannot be sold without strenuous pushing. He serves his business best who sells VENO products, the lines with the quick turnover that earn *real* profits.

DR. CASSELL TABLETS

Brand

The ideal tonic. Builds up the body by strengthening the nerves, digestion and blood. A line that really pays.

GERMOLENE OINTMENT

Brand

"Soothes at a touch" is the slogan that has brought fame to this remedy. Whether for minor injuries or serious troubles of the skin, Germolene Ointment is unequalled.

VENO COUGH CURE

Brand

Satisfied users everywhere testify to the efficacy of this lightning remedy. This is one of the lines you *must* stock.

VENO DRUG CO. (1925) LTD.
CHESTER ROAD, MANCHESTER

Another GALEN PRODUCT



*Blackcurrant Juice
Pastilles with Glycerine*

IN 4-OZ. TINS
AT 1/- RETAIL

This Galen Pastille
soothes tired throats.

It is a blending of Black-
currant Fruit and Glycerine.

It is welcomed by reason of its agreeable flavour,
efficacy and convenient purchase price of 1/- per tin.

Supplied in display cartons of 6 tins; from your
wholesaler or the Sole Selling Agents.

GALEN PRODUCTS



Manufactured by THE GALEN PRODUCTS CO., LTD., STOCKPORT.

Sole Selling Agents:

THOMPSON & CAPPER Wholesale Ltd., Manesty Building, College Lane, LIVERPOOL.

G.P.5.



40,000,000 POTENTIAL BUYERS

D.I. BROOKS COMPOUND (BRAND) CLAUBER SALTS TABLETS

Ingredients :

Sodii Sulph. Exsicc.-Phenolphthalein-Potassii Iodid.-Zingiber-Kaolin

FOR **CONSTIPATION** **LUMBAGO** **BILIOUSNESS**
RHEUMATISM **GOUT** **FLATULENCE**
SLIMMING **HEADACHES** **INDIGESTION**
SCIATICA **NEURALGIA** **HIGH BLOOD PRESSURE**

THEY SELL ON SIGHT. SUPPORTED BY
 ADVERTISEMENTS IN THE DAILY PRESS. DO
 NOT LOSE BUSINESS!!

Supplied in attractive 2-colour Inners and Outers.
 "Selling" show cards and advertising material free.

7½d. size — to the Trade 5/- per doz.

1/3 " " " 10/- " "

2/6 " " " 20/- " "

BONUS: For Orders of not less than 3 doz.—one
 extra Bottle to each dozen.

We invite you to visit our
STAND 17
 at the Chemists' Exhibition,
 MAY 23 to 27.

Stocked by
 the leading
 Wholesalers
 in the
 country

WESTMINSTER LABORATORIES LTD.
 4-12 PALMER ST., WESTMINSTER
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'Phone : Victoria 2414 (2 lines).

Telegrams : Westlabora, London.

**G. E. THURLEY & SON***Specialists in Liquid Paraffin*

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Telephone : Maryland 4686

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For the Good of Your Health and Profit?

Both are in

CONSTIPON

Get in **NOW** on the Nationally Advertised Line.

You can order **CONSTIPON** from any
 wholesale Druggists in the Country.

Tablets

3d. 6d. 1/-

CONSTIPON
GLASGOW

Antiphlogistine

Brand Dressing

HUMAN & VETERINARY

Write for Special Quantity Terms

The Denver Chemical Mfg. Co., London, E.3

BEECHAM'S PILLS

Worth a Guinea a Box.

BEECHAM'S POWDERS

Act like Magic.

Many Chemists and Druggists are now reaping the benefits of a 38% profit on cost on Beecham's Pills and Powders. The reason for this is that recently we introduced a

£2 PARCEL

for either Beecham's Pills or Beecham's Powders or assorted Beecham's Pills and Beecham's Powders. The £2 parcels can be obtained direct and carry a 2½% cash discount together with a further 5% discount for window display, carriage paid—packing free—monthly account.

ADVERTISING

Strong, virile and forceful advertisements in an extensive and continuous advertising campaign are appearing daily in the most important papers throughout the country. Every day they are selling *more* of our products and ensure a constant demand. House-to-house distributions augment the Press advertising throughout the British Isles, and show material is available for use in *your* shop or window, or on your counter.

Keep yourself well supplied with Beecham's Pills and Powders and reap the benefits to be derived from these fast moving lines.

BEECHAM'S PILLS LTD. ST. HELENS, LANCs.

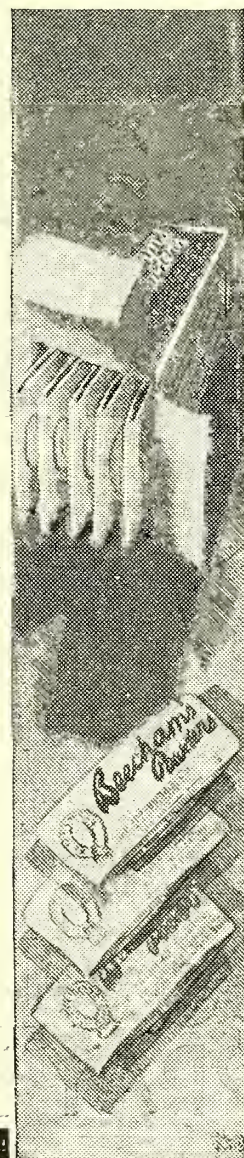
'Phone : No. 2241 St. Helens. 'Grams : Beecham, St. Helens

STOCK MORE —

SHOW MORE —

SELL MORE

**BEECHAM'S PILLS and
BEECHAM'S POWDERS**



MAKE A SHOW LIKE THIS...

to link up with our
ADVERTISING★



★ Our steady advertising policy makes sure your stocks move steadily. The display cartons and showcards are very striking and will prove themselves powerful "silent salesmen."

BUY ON BONUS TERMS!

ALLCOCK BRAND POROUS PLASTERS

75%

ON COST

7/6 profit on 10/- outlay
Cost 10/- per dozen,
14 to the dozen
Retail 1/3 each

ALLCOCK BRAND CORN PLASTERS

50-160%

ON COST

6/9 to 19/3 profit on 12/- outlay
Cost 12/- per dozen,
15 boxes to the dozen
Retail 1/3 per box of ten Plasters,
or 2 1/2d. each

ALLCOCK BRAND PLASTERS

THE ALLCOCK MANUFACTURING CO., BIRKENHEAD

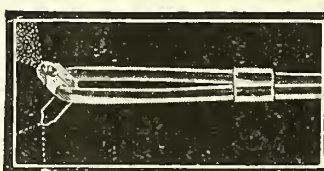
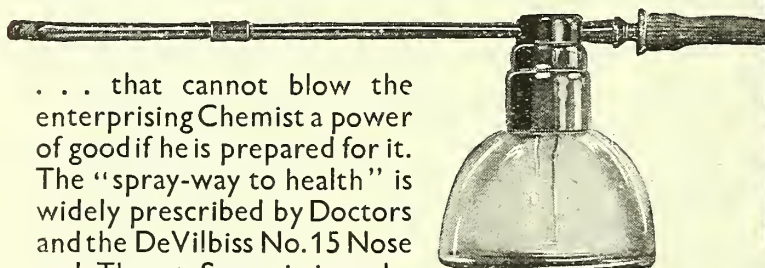
IT'S AN ILL WIND...

... that cannot blow the enterprising Chemist a power of good if he is prepared for it. The "spray-way to health" is widely prescribed by Doctors and the DeVilbiss No. 15 Nose and Throat Spray is just the line for customers who ask you for "something for a cold."

Stock and recommend DeVilbiss Sprays. Attractive show material free on request.

**DeVilbiss
SPRAY N°15**

CVS-33



Note the adjustable gold tip for spraying in any direction.



AEROGRAPH CO., LTD., 43, Holborn Viaduct, London, E.C.1. Sole Distributors of DeVILBISS products in the U.K.

GALLOWAY'S COUGH SYRUP

*SHOWS OVER 50% PROFIT
WHEN BOUGHT ON BEST TERMS*

A £5 ORDER

ENTITLES YOU TO

10% DISCOUNT & 2½% FOR PROMPT CASH

WITH A BONUS OF

**½ DOZ. 1/3 SIZE OR ¼ DOZ. 2/6 SIZE
FOR 14 DAYS WINDOW DISPLAY.**

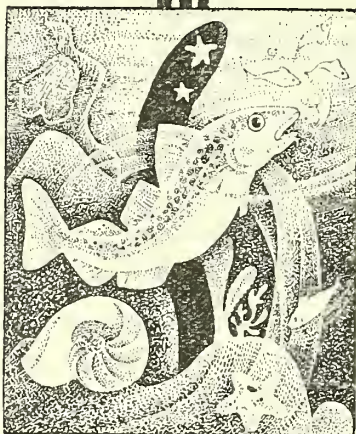
1/3 SIZE 12/- PER DOZ.

2/6 „ 24/- „ „

CARRIAGE AND PACKING FREE IN UNITED KINGDOM

**LOOK TO YOUR STOCKS AND
SEND YOUR ORDER NOW**

**P. H. GALLOWAY, LTD.
LONDON, S.E.17**



The superiority of Cod Liver Oil

Leading authorities have recently proved by the most thorough researches that a certain number of units of natural Vitamin D administered in Cod Liver Oil are far more effective in the treatment of rickets than the same or even double the quantity of these units in the form of irradiated Ergosterol.

This shows that the position occupied by Cod Liver Oil in therapy remains impregnable, and it seems unlikely that any artificial product will ever succeed in fully replacing nature's own medicine, which has been used for centuries on account of its unique curative properties.

The world-famed Norwegian Cod Liver Oil, being under direct supervision of the Norwegian State, always maintains its high quality.



See that this
seal is on
every barrel.

A TEASPOONFUL OF
NORWEGIAN COD
LIVER OIL CONTAINS
MORE VITAMINS THAN



ALL THE BUTTER AND
MILK ANY INDIVIDUAL
CAN EAT AND
DRINK IN A DAY

Norwegian Cod Liver Oil

National Committee for Promoting the Consumption of Norwegian Cod Liver Oil, Post Box 226, Bergen, Norway.

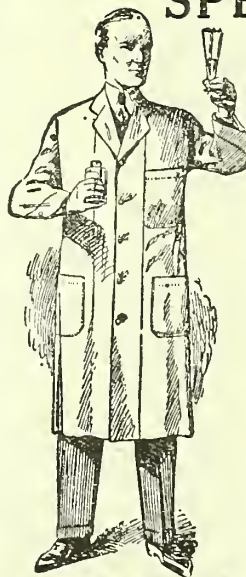
MASON'S EXTRACT OF HERBS

May we have the pleasure of
sending you particulars of our
Window Display Scheme?



NEWBALL & MASON
LIMITED
NOTTINGHAM

OVERALL SPECIALISTS



WHITE DRILL JACKETS 4/6, 5/11, 7/11
KHAKI DRILL JACKETS 8/6, 10/6
BLACK or GREY JACKETS 8/6, 12/6
FULL LENGTH COATS, WHITE 5/11, 7/6, 9/6, 11/6, 12/6
FULL LENGTH COATS, KHAKI 5/11, 6/11, 8/6, 9/6, 11/6
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DENTISTS' COATS, WHITE, STAND COLLAR, BUTTON on SHOULDER 12/6, 14/6, 16/6
SURGEONS' "OPERATING" COATS, WHITE 12/6, 14/6

Jackets and Coats of very superior quality. Made from most reliable materials. Stock sizes 34 to 44 chest. Special prices for large quantities. Postage on single garment, 6d. Orders or 20/- Post Free.

Telephone : Bishopsgate 6751.

GARDINER
& CO. (The Scotch House), LTD.
1, 3, 5 Commercial Road, ALDGATE, E.1

FACTS YOU CAN TELL YOUR CUSTOMERS ABOUT LACTOGEN



Vitamins in LACTOGEN

The Lactogen process preserves intact the vitamin content of the pure, full-cream milk. The vitamins A, B, C, and D are essential to the health and growth. A and D help to build firm flesh and dense bone, D also prevents rickets. B ensures steady nerves and controls weight. C prevents scurvy. Liquid milk contains A, B, and D, and a little C. Lactogen preserves these vitamins so that Baby gets just as much of these essential food elements as breast milk supplies.

The demand for Lactogen is growing every day. Doctors, Chemists and Nurses all over the country recognise its genuine merit and recommend it enthusiastically. Babies thrive on it—therefore Mothers praise it, buy it, and tell their friends about it.

2/9 PER TIN
P.A.T.A.

*Lactogen—prepared by Nestlé's
—is a modified dried milk for
use in infant feeding.*

“**LACTOGEN**”
REGD. TRADE MARK
BETTER MILK FOR BABIES

*Send to-day for full particulars
and terms to the Lactogen Bureau
(Dept. AZ52A) Nestlé and Anglo-
Swiss Condensed Milk Co., 6 & 8
Eastcheap, E.C.3.*

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Selling Lines for every day

“REGULOL” Emulsion Paraf. Liq.
cum Agar Agar
Reg. cum Phenolphthal.

*The increasingly popular remedy
for Constipation.*

Attractively packed. Reasonably priced.

In nominal 1-lb. patent cap Jars.

COSTS 16/- DOZ. WITH BONUS OF ONE PER DOZ.
RETAILS 2/6 (IRELAND 3/-), SHOWING YOU THE
EXCEPTIONALLY HANDSOME PROFIT OF

100% ON OUTLAY



CARNATION CORN CAPS

*are distinctive and efficient, they are always worth
displaying and yield 100% profit on the outlay.*

COST 5d. RETAIL 9d. BONUS 1 DOZ. WITH 1 GROSS

CUXSON, GERRARD & CO., LTD. MANUFACTURING **OLDBURY** NR. **BIRMINGHAM**
CHEMISTS

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Sidac

INSOLUBLE

TRANSPARENT PAPER

WHITE, COLOURED, EMBOSSED, PRINTED

*The Ideal Wrapping for Perfumery
Soaps, Toilet Goods, &c.*

EITHER COLOURLESS OR COLOURED TO HARMONISE
WITH GOODS. BAGS OF ALL SIZES AND SHAPES TO ORDER

Samples and Competitive Price from

SIDAC SILVERINE COMPANY

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CHEMISTS' EXHIBITION

ROYAL HORTICULTURAL HALL
LONDON May 23—27

You are cordially invited to visit

STAND 141

where a representative collection of

SURGICAL RUBBER PRODUCTS

MANUFACTURED BY

INGRAM'S LONDON

will be on view for your inspection, including:—

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| AIR CUSHIONS | * HOT-WATER BOTTLES |
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| CUPPING GLASSES | SYRINGES for all purposes |
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* On the P.A.T.A.

J. G. INGRAM & SON, LTD.

THE LONDON INDIA RUBBER WORKS

HACKNEY WICK • • • • • E.9

Makers of Fine Surgical Rubber Goods for over 85 years

Awarded Certificate by
The Institute of Hygiene
for Purity—Quality—Merit

"Gladio"^{Regd}

MEDICATED TOILET ROLL

Costs 4^d



BRITISH
MADE

Sells 8^d

Sales
restricted
to Chemists

You are sure of
repeat orders
by selling

"GLADIO"

Made of the finest
quality Manilla Paper.

Free delivery. Packed in cartons

Free Sample Roll on application

Each Roll 12 oz.

Sole Manufacturers:

J. RUTHERFORD & Co. L^d

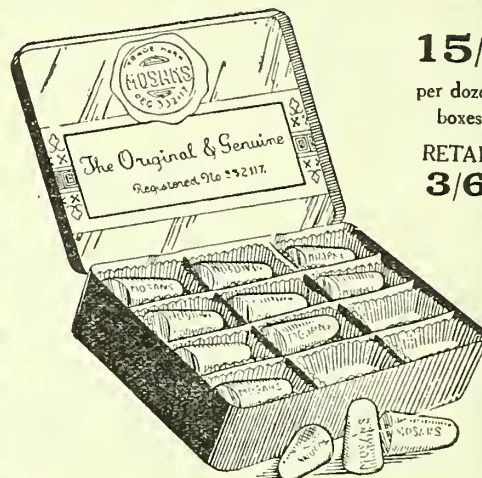
VICTORIA PAPER MILLS
VICTORIA RD. HOLLOWAY, LONDON, N.7

CONTRACTORS TO H.M. GOVERNMENT

"MOSANS"

Non-Greasy, Odourless

QUININE PESSARIES



15/-
per dozen
boxes
RETAIL
3/6

ORDER THROUGH ANY WHOLESALER.

Avoid Imitations and see the No. 332117 on each box.

We supply no one but Chemists and Druggists with
"SAFEGUARD" Rubber Goods
They are of Highest Quality and Packed Hygienically.

Samples and Prices on application.

BURGE, WARREN & RIDGLEY, LTD.

91/92 GREAT SAFFRON HILL, E.C.1

Phone: Holborn 0050. Telegrams: Druggund, Smith, London.

DUTCH DROPS

The Original HAARLEM OIL

Also in Capsule Form.

We are Sole Distributing Agents for the British Isles, British Colonies, Scandinavian Countries, Spain and South America.

BROOK, PARKER & CO., LTD., BRADFORD

Larger turnover
stock & display
NORVIC^{Regd.}
BLUE CARTON CRÊPE BANDAGES

A small display brings increased Business—
attractive showcards free on request. Stocked
by all the leading wholesalers.

FULL 33 1/3 % PROFIT P.A.T.A.
Sole Manufacturers: GROUT & Co. Ltd.
35 Wood Street, London, E.C.2

Here's a practical suggestion for **EXTRA PROFIT**

The New MartinMilk Display Stand takes only 12 inches of window space, and reminds all dog owners at a glance why they need MartinMilk for their dogs.

MartinMilk

is sold in tins only, at 1/8d.

Trade: 15/6d. per dozen.



Complete mixing instructions and feeding table are on the outside of each tin. Easy for reference, no loose papers to be lost or mislaid.

DOG owners in all parts of the country have received and tested samples of MartinMilk included in the Introductory Sample Box offered in every packet of Bob Martin's Condition Powders sold during the past two months.

The rapidly - increasing demand for MartinMilk resulting from these samples is bringing really big sales, and the new MartinMilk Display Stand in the window of your Pharmacy will make sure that you get your full share of these *extra* profits from dog owners in your district.

MartinMilk is a steadily-moving, easily-sold line all the year round, and every Pharmacist who sells Bob Martin's Condition Powders should certainly make the most of this additional source of profit, and take a trial order of one dozen tins of MartinMilk.

Whether you get your supplies through a wholesaler or from Southport, do not forget to drop a postcard to Southport at once for your copy of the new MartinMilk Display Stand, which will be sent to you by return post, accompanied by a dozen copies of BOB MARTIN ON DOGS.

BOB MARTIN LTD.

Dog Food and Medicine Manufacturers since 1892
SOUTHPORT, ENGLAND.



Best sellers
The public is asking
for **ZEAL**
CLINICAL
THERMOMETERS
because they are:-
GUARANTEED TO
STAY ACCURATE
CONSISTENTLY
ADVERTISED

Made by
ZEAL
-the name the public knows.



G. H. ZEAL, LTD.,
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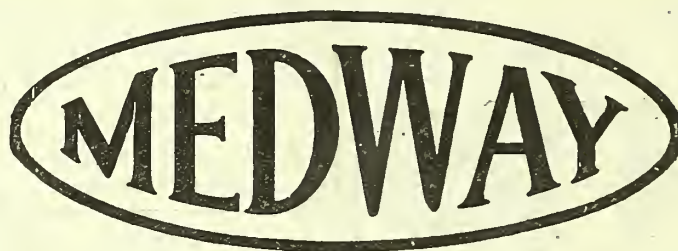
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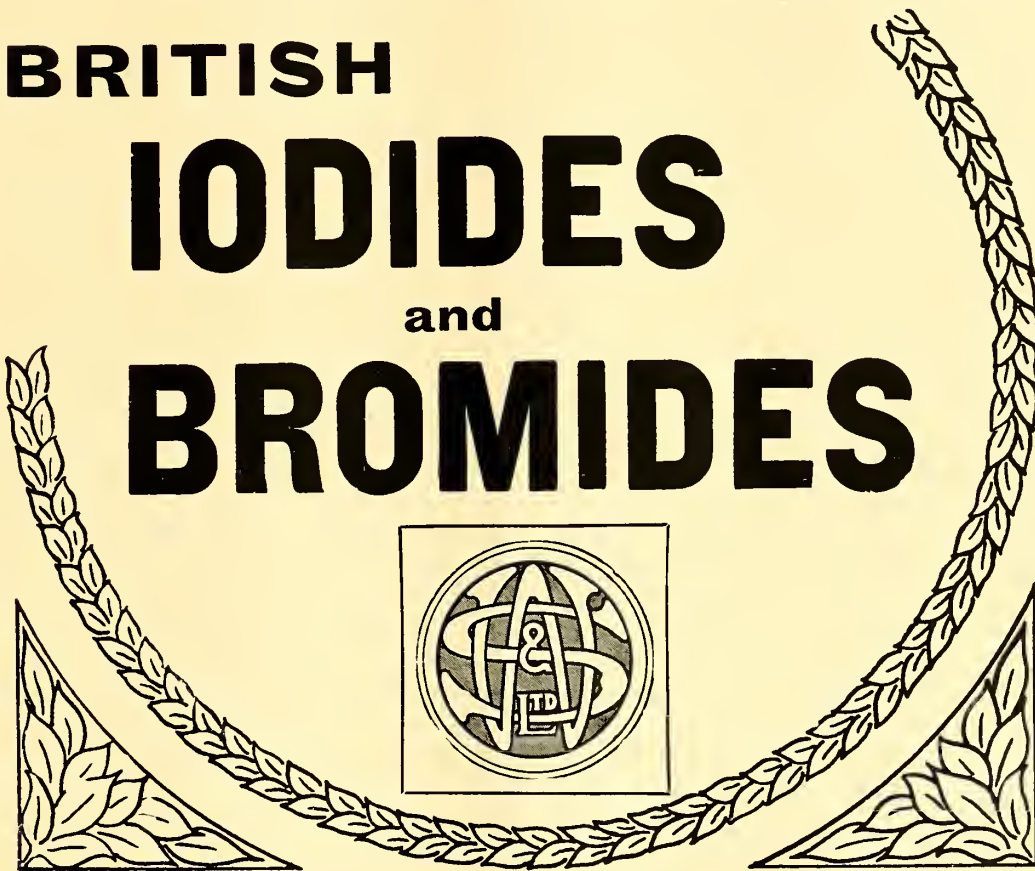
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4.—**LONDON, N.W.**—Cash Retail Business with Doctors' and N.H.I. Dispensing; no Kodak Agency, but photographic work done; turnover about £2,000 per annum, present rate less; double-fronted shop; small living accommodation; low rent for position; 14 years' lease; owner just died; price to be arranged.

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8.—**SOUTHAMPTON (Few Miles From)**.—Good-class Family Retail Business with Kodak Agency; very old established; turnover has been much the same for the past four years and is

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7.—LONDON (SURREY SUBURB).—Good middle-class Business in pleasant suburb; returns over £1,500; scope for increase; modern pharmacy; well stocked; house attached; long lease; price about £1,200 valuation terms arranged.

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WIDNES.—£300 or best offer, small Business with good scope for Optics; returns £500 per year, plus 350 prescriptions per month; parts let off cover rent and rates; would consider offer for shop rounds and fixtures. Apply 40 Mersey Road, Widnes.

WILTSHIRE.—Established Business; large sale own Preps, counter trade and prescribing; opening Optics; well stocked; comfortable house attached; turnover £1,200; price £1,650, including freehold property. 196/36, Office of this Paper.

WORCESTERSHIRE.—Well-situated lock-up Pharmacy; no living accommodation; main road; increasing neighbourhood; Ucal. Kodak; rent £52 per annum clear; premises well stocked and beautifully fitted; price £800. 197/27, Office of this Paper.

YORKSHIRE (Prosperous Industrial Town).—Retail, Dispensing, Photographic; double-fronted shop; good living accommodation; lease, renewable; low expenses; profits about £480; accountant's figures; sound business with scope for increase; price £850, including approximately £600 stock. Preston & Partners, 29 Ludgate Hill, E.C.

ANALYTICAL Chemist's, in large town; no opposition; turnover £100 monthly; great scope; equipment and goodwill £1,200. 193/37, Office of this Paper.

ATTRACTIVE Shop in centre of large city; average returns last six years £3,796; large premises; suitable for multiple firms; lease and fixtures £1,250; stock at valuation. Full particulars on request. 197/30, Office of this Paper.

CHEMIST'S, with or without Ladies' Hairdressing; main road position; outskirts large town, adjoining extensive residential area; no opposition; modern property and living accommodation; garden; freehold £1,100; equipment, etc., at value; or would Let. Woodcock & Son, Ipswich.

£300.—Unopposed, near Crystal Palace, S.E.; well fitted; good stock; scope for N.H.I. and Retail; 21 years' lease at £80; good house accommodation. Apply "D," 12 College Road, Kensal Rise, N.W.10.

PARTNERSHIPS.

ADVERTISER, with £1,000 available, seeks Partnership in established paying business; no schemes or new propositions entertained; active participation by arrangement; banker's references required. 204/315, Office of this Paper.

WHOLESALE Sundry House desires amalgamation with view of working economy and extension. 198/22, Office of this Paper.

FINANCIAL.

WANTED, investment of about £300 with occupation, reputable references, or would throw in nice Dispensing Business (hampered for capital to buy on best terms); radius of 20 miles Bournemouth or pleasant London suburb; middle-aged, active, and young personality; principals only; quite confidential. 197/25, Office of this Paper.

BUSINESSES WANTED.

BUSINESS wanted, London suburb; S.E. preferred; unqualified Drug Store entertained. T. & E. Hutchings, Ltd., 60 Nunhead Lane, S.E.15.

GENUINE Seaside or Agricultural Business required this autumn; South-West preferred; good house with garden essential; overhead charges must be proportionate to turnover and the net profit about £500. Full particulars in first letter with audited accounts. All replies treated with strict confidence; capital available. 197/31, Office of this Paper.

PIVATE Pharmacist, with full capital, requires sound, genuine Business, capable of showing a net income of £1,000/£1,500 per annum; living accommodation preferred, but not essential; open to negotiate immediately for purchase of suitable proposition. All replies treated as strictly private and confidential. Ernest J. George, Sentinel House, Southampton Row, W.C.1. Telephone: Museum 8340.

SOUND Chemist Business wanted, £20 cash weekly. Full vital particulars, "Confidence," 204/316, Office of this Paper.

WANTED, in Midlands, Shropshire preferred, well-established Business in country town; turnover, say, £1,500; suitable for beginner; living accommodation not essential; moderate price for cash. 198/17, Office of this Paper.

APPOINTMENTS.

MANCHESTER VICTORIA MEMORIAL JEWISH
HOSPITAL, CHEETHAM.
NON-SECTARIAN.
114 BEDS.

WANTED, full-time Head Dispenser and Chemist (male), must be a member of the Pharmaceutical Society, to take full charge of Dispensary, Surgical and Medical Stores and to carry out certain Pathological Tests. Hospital training and experience essential. Commencing salary £225 per annum with lunch and tea provided. Applications, stating age, experience, and qualifications, together with three testimonials, to be forwarded to the undersigned not later than May 24th, 1932.

FRED BARNES,
Superintendent and Secretary.

PREMISES TO LET.

BLACKPOOL.—Double-fronted Shop and House, now empty, 6 years' Chemist, main shopping street, well situated for residents and visitors, with living accommodation; also good Corner Shop, North Shore, in view of Promenade, good house with separate house entrance. Owner, 189 Church Street, Blackpool.

SITUATIONS OPEN.

RETAIL (HOME).

BOURNEMOUTH (Near).—Qualified Assistant for May 30; working-class business; good opportunity for future advancement; state salary, which must be moderate to commence, experience, etc., to "Dorset," 198/29, Office of this Paper.

FOLKESTONE.—Qualified Assistant (male); permanency. Write full particulars, stating salary required, to Chas. J. Taylor & Son, 31 High Street, Cheriton, Folkestone.

LIVERPOOL DISTRICT.—Immediately, unqualified male Assistant; single; 25-30; good experience in all branches essential. References and full particulars, per letter only, "Chemist," c/o 136 Melbeck Road, Mossley Hill, Liverpool. Applications unanswered three days declined.

LONDON, N.—Wanted, young, qualified married man for Branch Managership, with knowledge of Optics; medium-class Retail; house attached. Apply, giving particulars of age, height, experience, salary required, and photo if possible (to be returned), 199/15, Office of this Paper.

MESSRS. TIMOTHY WHITES (1928), LTD., thank the applicants who were good enough to reply to their recent advertisement. Will those gentlemen who have not received a reply kindly accept this intimation that the vacancies have been filled.

LONDON, S.W.—Qualified Assistant required at once for good-class business; smart appearance; good Counterman, not afraid of work; opportunity for advancement to the right man. Cooper, 22 High Road, Streatham, S.W.16.

OXFORD.—Manager wanted for middle-class business, branch, lock-up shop; age about 30-35. Send fullest particulars in first instance, with photo. Applications not answered in three days respectfully declined. Druce & Co., 118 High Street, Oxford.

WEST RIDING.—Qualified Manager for branch. State usual particulars and salary required to Keene, Chemist, Domestic Street, Leeds.

WITHAM, ESSEX.—Qualified Manager (male) wanted in one month's time; modern shop; flat above; must be good Salesman, Window-dresser, and have undeniable references. Apply, stating age, experience, height, references, salary expected (photo if possible), to T. Bellamy, Pharmaceutical Chemist, 2 Tindal Square, Chelmsford.

A QUALIFIED Chemist required as Manager for high-class London Pharmacy; must also have a good knowledge of Homoeopathy. Write full particulars, age, experience, salary, etc., to 199/9, Office of this Paper.

ALMOST IMMEDIATELY.—A qualified Manager, married, 28-35, for Branch Family business; living accommodation; also smart Junior; must be good Salesmen, Dispensers, Window-dressers; references must bear strictest investigation; state salaries required. 9 Thurlstone Road, West Norwood, S.E.27.

CAPABLE and energetic Assistant (unqualified), brisk South Coast business; thorough knowledge Photo Sales. Packed Drugs, Perfumery, etc.; no dispensing; capable take charge; references. State age, experience, salary, enclose photo. 197/18, Office of this Paper.

DAWSONS CHEMISTS, LTD., have a vacancy for a qualified man; single preferred; must be good Counterman, accurate Dispenser, Window-dresser, and well recommended. Full particulars to A. A. Dawson, 257 High Street, Ponders End. Telephone: Enfield 0076.

DISPENSER, qualified (lady) Chemist now wanted as Locum Tenens with probable permanency. Browning, Dispensary, 80 Dale End, Birmingham.

ELDERLY, qualified man wanted for Poplar, E.; duties light, chiefly N.H.I. Experience, age, and salary required, which must be reasonable, Mr. Alexander, 70 Rendlesham Road, Clapton, E.5.

FOR MANCHESTER OR NEAR.—A well-known Representative in Wholesale Drug Trade desires to get in touch with a qualified man to superintend a "private limited" one shop; in addition to N.H.I. duties there are Window-dressing and general routine work; a working knowledge of the "heavy end" (Oils, Colours, etc.) would be an additional recommendation. All particulars to 196/35, Office of this Paper.

FOR summer months, June to September, unqualified Assistant (male) required. Apply, giving full particulars of experience, "A," 204/310, Office of this Paper.

IMPORTANT.—Those unemployed Pharmacists and unqualified Assistants residing in the Boroughs of Wandsworth, Battersea, Lambeth and Wimbledon wishing their names entered on the Register of the S.W. Branch Employment Agency please communicate by Post to T. James, 385 Durnsford Road, Wimbledon Park, S.W.19. No charge will be made.

LADY, 25 to 30, qualified, wanted at once. Reply, stating salary required, experience, etc., The Market Pharmacy, 36 The Market, Palmers Green, N.15. Phone: Palmers Green 0853.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

LOCUM required, qualified, preferably lady, for fortnight commencing either July 4 or 11th; working-class district; principally Dispensing; no duties. Apply, stating age, experience, and salary required, to Morrell & Dixon, 443 Downham Way, Downham, Bromley, Kent.

PERMANENCY.—Unqualified Assistant, young lady or gentleman, single; used to good-class business; accurate and reliable Dispenser, good Counterhand; one able and willing to collect local orders part of time. Apply, with age, references and salary expected, to "South," 199/33, Office of this Paper.

QUALIFIED Locum required, August 29 to September 10; Croydon district. Apply 198/5, Office of this Paper.

QUALIFIED Assistant required; good display; light duties; wages to commence 50s. per week; North London. 198/33, Office of this Paper.

QUALIFIED Assistant, 25 to 35, until end September; indoors; moderate salary. Usual particulars. Sawyer, Chemist, Southwold.

REQUIRED, energetic Qualified Manager, Retail Branch of multiple-shop business; salary, bonus on turnover and dividends on investment of £300 to £500; preference shares in parent company (Wholesale Manufacturing Chemists); promotion prospects and assured future. P.C.B. 35/28, Office of this Paper.

SAVORY & MOORE require Junior Assistant, with Optical qualifications; Pharmaceutical qualification an advantage, but not essential providing applicant has had good-class Dispensing and Counter experience. Write, giving full particulars of age, height, salary expected, and when free, to "H. F. S.," 61 Welbeck Street, London, W.1.

THE CIVIL SERVICE SUPPLY required qualified Dispenser for their Strand Branch. Call, Manager, Drug Department, 425 Strand.

WANTED, qualified Locum (male) from June 20 to July 2 inclusive. Full particulars in first instance to Arthur I. Gardner, Chemist, Neath Road, Hafod, Swansea.

YOUNG, qualified man required to manage middle-class business in West London; working knowledge of D. & P. essential. Write, giving all usual particulars, to BM/FPK, London, W.C.1. Must be available in one week; permanency.

WHOLESALE.

CHEMIST required for experimental work by Manufacturers of Proprietary Medicines and Toilet Articles; practical knowledge of effervescent preparations an advantage. State qualifications, full particulars of experience, age and salary desired, to 199/21, Office of this Paper.

REPRESENTATIVES wanted; own car; connection Chemists, Hairdressers and Stores, for Toilet Preparations; Birmingham, Manchester, Leeds and Bournemouth; liberal commission terms; fidelity bond. Superflor, Ltd., 10 St. Albans Place, Charles Street, Haymarket, S.W.1.

TABLET AND PILL COATING (LONDON).—An opening occurs for a girl experienced in Pearl, Sugar, Gelatine, etc., Coating with modern plant. Full particulars with wages expected in first letter. Applications not answered within three days declined. 198/132, Office of this Paper.

WANTED, a Traveller, who must have a first-class personal connection with Chemists in the Midlands, to represent, on a commission basis, a well-known Manufacturer of Toilet Articles. Reply to 196/32, Office of this Paper.

WANTED, Representative for South-East, South-West, and part of West London, calling on Chemists' trade; good commission and expenses. Apply 204/314, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

SITUATIONS WANTED.

RETAIL (HOME.)

A.A.A.A.—M.P.S., experienced Manager; disengaged; 12 years last engagement; London or suburbs "Chemist," 7 Colwell Road, East Dulwich, S.E.22.

A.A.—M.P.S., 26, shortly completing managership good-class pharmacy, desires permanency; first-class experience, including Photographic, D. & P.; excellent credentials. L. Baker, 103 Listria Park, Stamford Hill, N.16.

A.A.—**QUALIFIED**; young; experienced all branches; trustworthy and reliable. "Chemist," 1 Raynham Road, W.6.

A LOCUM; long or short period; qualified; long experience in all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. Phone: Maida Vale 8212.

A QUALIFIED lady Assistant, 24, seeks post; London or near; salary moderate; free. "Northcote," Stanhope Avenue, N.3.

A THOROUGHLY reliable, unqualified, tall Assistant; 20 years' first-class experience, Dispensing, Counter, Photo; business builder; quick, clean, accurate; disengaged. Johnstone, 3 Babington Road, Streatham, S.W.16. Phone 1087.

A S qualified Manager or Assistant; tall, aged 27, with London (City and suburban), seaside, and provincial experience in shops doing big Dispensing business and fast Counter trade in high-class Toilets, Photography, etc.; permanency or Locum; town or seaside; excellent references; S.W. or Central London preferred, but not essential. P.C.B. 35/21, Office of this Paper.

A ASSISTANT; 27; unqualified; 9 years' experience, London and South Coast; capable of complete charge; highest references; disengaged from June 13. 196/12, Office of this Paper.

A ASSISTANT (Junior), lady (Part I), desires post until autumn; disengaged; careful Dispenser; excellent reference. "C.," "The Elms," Horsell Park, Woking.

A ASSISTANT, unqualified, 24, desires post, July, August, September, as Locum; excellent references and experience; Dispensing, Counter, Photography, etc. 197/16, Office of this Paper.

A ASSISTANT; qualified; Scot; age 24; first-class Dispensing experience; disengaged now; undeniable references. Apply Gordon, "Deskford," Cullen, Banffshire.

A ASSISTANT, 19½, desires change; willing worker; 5½ years' general experience. Further particulars from Cartledge, 10 Brook Street, Walsall.

A ASSISTANT; unqualified; 40 years; Counter and Dispensing; London experience; good references; moderate salary; temporary or permanent; country preferred. 198/39, Office of this Paper.

A ASSISTANT; unqualified; 32; tall; married; 15 years' good experience, Counter, Dispensing and Window-dressing; excellent references. Fricker, 53 Effingham Road, Lee, S.E.12.

A ASSISTANT; 25; tall; smart appearance; 10 years' experience, Dispensing, first-class Window-dressing, Photography; excellent references; disengaged. Jones, 17 Pontefract Road, Wombwell, Yorks.

A ASSISTANT; unqualified; experienced N.H.I. Dispensing, Prescriber, good Counterman; Locum or permanent; excellent references; 30 years. Harding, 17 Park Road, Moseley, Birmingham.

CHEMIST, 28, 6 ft., desires permanent position of responsibility as Manager; a post demanding ability, energy, and trust in London or suburbs preferred; living accommodation; over 12 years' general all-round experience; first-class credentials bearing any investigation; interview. 198/31, Office of this Paper.

CORRESPONDENCE invited from a progressive firm in need of the services of a Manager with initiative, organising ability, and the faculty to "keep going" with fresh ideas; advertiser is a qualified Chemist with all-round capabilities and long managerial and buying experience (all branches), now in sixth year of present position, which ceases to offer scope for advancement; remuneration must be worth while and prospects encouraging; £100 available, if required, on suitable security; interview desired and fullest investigation invited. 198/10, Office of this Paper.

EARLY JUNE.—Young, qualified man, 7 years' good general Retail experience, as Senior or Manager with Partnership; part interest or succession. Barker, 35 Wigeton Road, Plaistow, London.

FOURTEENTHS OR LONGER.—Locum appointments desired by Chemist; every experience; continuous repeated up-to-date references; indoors or outdoors; engaged approximately July 17-31, August 21-September 4. Pitt, 36 St. Stephen's Road, Norwich.

FULLY competent Assistant; unqualified; 26; height 6 ft.; Public School; recommended; London, Birmingham, seaside experience; situation anywhere. L. Flatman, Church Cottage, Withycombe, Taunton.

IMMEDIATE engagement desired; Midland district preferred; thoroughly experienced; well recommended; Locum work undertaken. "E. H.," 64 Hunters Road, Handsworth, Birmingham.

JUNE-SEPTEMBER.—South Coast preferred; age 22; smart; energetic; well educated; good-class London training; Dispensing, Counter, Photographic trade; salary £3 weekly. Horne, 45 Park Road, W.4.

LADY; unqualified; 12 years' experience; capable Dispenser and Counter; disengaged. 114 Lewisham Road, Lewisham, S.E.13.

LADY Assistant, unqualified, with 10 years' extensive experience in first-class pharmacy; Dispensing, Window-dressing, General Retail; good references. P. Gillett, 76 St. John's Road, Tunbridge Wells, Kent.

LIVERPOOL-MANCHESTER DISTRICT.—Qualified, 26, requires position, permanent, Locum, Manager, Assistant; experience in Dispensing, Counter, Photography, Window-dressing; disengaged. 199/32, Office of this Paper.

LOCUM or season; seaside or country; fully experienced Dispenser; all-round man; disengaged. Benson, 43 Burwell Road, Leyton, E.10.

LOCUM; unqualified; accurate Dispenser; free except between June 6 to 18 and August 2 to 13. "Statim," 72 Tremadoc Road, Clapham, S.W.4.

LOCUM or Manager; qualified; competent; reliable; twenty years' West-End experience; disengaged now. "Pharmacist," 18 Stanway Gardens, Edgware.

LOCUM; qualified; highest references; disengaged June 5th to 12th, June 27th to July 11th, and after July 25th. Mole, 138 High Street, Teddington.

LOCUM; qualified; middle age; active; reliable; well recommended; any distance; sold own business. H. D. Field, Vine Cottage, Cranbrook, Kent.

LOCUM; male; qualified; London and district; R.P.U. Register; pharmacy, hospital or dispensary. Williams, 11 Effingham Road, Lee, S.E.12.

LOCUM.—John Hawes (late of Bath) would undertake Locum engagements; South or West England (Bath excepted); July and August. Address, "Blue Peter," The Ridge, St. Leonards-on-Sea.

LOCUM; qualified; 36; West-End, all-round experience; all dates from June 9th. 22 Eton Avenue, East Barnet, Herts.

LOCUM; qualified; single; 34; as Manager or Assistant; disengaged. M. Gregory, 50 Grove Lane, Camberwell, S.E.5. 'Phone: Rodney 2719.

LOCUM; part time or permanency; excellent references; London. "S. S.," 135 High Road, Lee, S.E.13.

LOCUM; qualified; experienced and capable; well recommended. "Pharmacist," 16 Blacklands Road, Catford, S.E.6.

LOCUM; qualified; experienced; disengaged June 6 till July 2 inclusive. Jones, 331 Fulbourne Road, E.17. 'Phone: Willesden 0266.

LOCUM (season) or permanency; male; disengaged; 36; Part I; good all-round experience, Dispensing, Counter, Agricultural, Photography; seaside or town; single; abstainer; good references. Williams, 11 Vaynor Street, Aberystwyth.

MANAGER; qualified; young; tall; 8 years' experience in West End and provinces; keen business builder; first-class references. 204/313, Office of this Paper.

M.P.S., 29, married, now managing old-established pharmacy, requires similar post, permanent, anywhere, preferably Liverpool district; excellent testimonials. Moglia, 15 Breckside Park, Anfield, Liverpool.

NOTTS OR DERBYS.—Locum, part time or permanent; unqualified; experienced; free now and holiday season. Howard, 30 Pimlico, Ilkeston.

QUALIFIED Chemist seeks engagement; for many years in sole charge of business doing up to 700 N.H.I. per week; engagement terminated owing to death of proprietor; active and obliging; good references. "Chemist," 6 Brudenell Mount, Hyde Park, Leeds.

QUALIFIED requires position as Manager or Locum, preferably Manager; has had recent experience as manager; leaving present place owing to change of proprietor. "M.P.S.," 416 Norwich Road, Ipswich.

QUALIFIED; 51; single; active; gentlemanly; excellent references; occupation needed more than remuneration; disengaged. Salary and details to "Service," P.C.B. 35/29, Office of this Paper.

QUALIFIED (lady), experienced managing, seeks permanency or Locum; free now. "Chemist," 25 Castellain Road, W.9. Telephone: Abercorn 2800.

UNQUALIFIED lady Assistant urgently requires post; 12 years' experience; near vicinily preferred. Doris Powell (Miss), 68 Dickens Road, East Ham, E.6.

USEFUL Help; Packing, all cleaning, counter, would also help house, domestic work; last post three years; highly recommended; age 25; wage moderate. Rose Eudean, 16 Byam Street, Fulham, S.W.

WHOLESALE.

A.—**PHARMACY**-trained Representative desires post with A. Drug or Sundries House of repute; excellent connection Chemists, South Wales and West of England; own saloon car; undeniable references; disengaged. 197/39, Office of this Paper.

A **FIRST-CLASS** Representative, age 35, with high-grade, live, personal connection amongst the Chemists, etc., in Lancashire and Yorkshire, at present representing a well-known London house, would like to hear from a progressive firm desiring a real Salesman or Sales Manager. In confidence. 196/16, Office of this Paper.

A **FIRST-CLASS** Representative, age 39, live connection London and suburbs, with 400 running accounts, desires change; progressive house desiring a real Salesman or Sales Manager. 197/12, Office of this Paper.

A **LONDON** reliable Representative, having large connection with Chemists, Hairdressers, Doctors and others extending into suburbs, experience with Drugs, Sundry and Toilet Goods, desires re-engagement with reputable house. P.C.B. 35/3, Office of this Paper.

DRUGS, PROPRIETARIES, TOILET.—Position as Representative required; well known to Stores and Retail, London and Suburbs; car drive; keen, good salesman; pharmaceutically trained. "Maximum," 92 Talbot Road, W.2.

EXPERIENCED Representative, established connection, Chemists, Hairdressers, Southern and Eastern Counties, open to carry additional line on part expenses and commission terms; effective salesman; conscientious worker. Bonny, 5 Rosemount, Wallington, Surrey.

MANUFACTURERS—DOES THIS INTEREST YOU?—I want more scope than my present position offers. Thoroughly experienced in the marketing, selling and advertising of proprietary lines, with a good record of success. Well-known to Wholesale and Retail trade. Am considered to be a good organiser, possessed of original ideas and plenty of enthusiasm. Highest credentials and personal references, in confidence. Moderate remuneration. Write "C.," 6 Bloomsbury Street, London, W.C.1.

PERFUMER, Toilet Soap and Perfumery, practical man, manufacturing Creams, Tooth Paste, Shampoos, Hair Lotions, etc. Industrial Preps, for Hairdressing trade; good compounder and organiser. "W. W.," "The Chase," Earl D'Essex Chase, Laindon, Essex.

P.H.C., 46 first-class business experience, accustomed to work on own initiative, seeks improved position; Wholesale preferred; familiar with Packed Lines and Manufacture of Own Preparations; several good formulae to offer. Apply "Chemist," P.C.B. 35/20, Office of this Paper.

REPRESENTATIVE, 35, of good address, well connected, highly recommended; 15 years with houses of repute; thorough knowledge trade, all branches; outstanding selling ability; organiser; energetic; enthusiastic; a sound business proposition, inside or outside. 204/311, Office of this Paper.

SURGICAL INSTRUMENTS AND APPLIANCES.—Experienced man, capable of taking charge of department, open for engagement soon. Apply J. F. Whitelaw, 12 Lethbridge Road, Southport, Lancs.

COLONIAL, INDIAN AND FOREIGN.

PHARMACIEN Ecossais desire place en France pendant Août. Petits gages ou au pair. 197/38, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

CASH Register, by National Company, for Sale; latest kind. A. Rollons, 54 Bronson Road, Raynes Park, Surrey.

KODAK, 3-unit, Film Selling Machine, 24 x 127, 48 x 120, 24 x 116, and stand with box for films to be developed. What offers, carriage paid? 196/28, Office of this Paper.

MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A COMPLETE PHARMACY FOR £50.—10 ft. Drug Fixture, drawers, glass labels and knobs; 10 ft. Serving Counter, show case front, movable shelves; 5 ft. Mahogany Dispensing Screen, mirror centre, show case each side, work bench and shelving over at back; 6 ft. Wall Case, show case at top, panelled doors under; Counter Silent Salesman, 30 in. high; 20 Shop Rounds, recessed labels. Call or write, RUDDUCK & CO., 219 Old Street, London, E.C.1.

A LARGE SELECTION of Second-hand Shop Fittings and Cases removed from various pharmacies: Dispensing Screens from £4 10s., Counter Cases from £1 10s., Counters from £4, Perfume Cases from 60s., Wall Cases from £4. Call and inspect, or write requirements to PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, London, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' Fittings, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., etc. Send now for photographs, or call and inspect. Myers, Complete Chemist Fitters, 134a Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMISTS' FITTINGS in polished oak or mahogany. 10 ft. Drugfitting, 30 drawers; 8 ft. Wallcase; 8 ft. glass front Counter; 6 ft. Dispensing Screen; two 4 ft. nests Counter Drawers; one nest 5 ft. 4 in. long; 6 ft. all-glass Counter; Silent Salesman; also Fittings to suit any Pharmacy. Lowest prices. 'Phone: Clerk, 5371. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, E.C.1.

CLEAR OUT—your Old or Damaged

Stock of Photo Goods

Why keep them any longer? Turn them into CASH.

I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

OFFERS are requested for the Proprietary Rights in Mackill's Asthma Cure and Miller's Liniment, which both belonged for many years to the late David Reid, Chemist, Hopetoun Street, Bathgate. Offers should be submitted to CAESAR & HOWIE, Solicitors, Bathgate.

TREBLES' for Chemists' Fittings, Shop Fronts, Alterations; new or second-hand. Let us quote for your requirements. Pharmacy Fitters for over a century. 549 Lea Bridge Road, Leyton, London, E.10. Leytonstone 2475.

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

2d. per word; Minimum 2s. (Box No., 1s. extra.)

FOR DISPOSAL.

(Articles up to the value of £5.)

SIX DOZEN 1s. 6d. PALMOLIVE SHAVING CREAM, with Razors. What offers? 199/350, Office of this Paper.

WANTED.

5-GALLON SWAN-NECK CARBOY, perfect, cheap. Hetherington, Moffat.

B.P. CODEX wanted, in good condition. State price. Farquhar, Strichen, Aberdeenshire.

SECOND-HAND SET MATERIA MEDICA SPECIMENS. Price to Gardiner, 4 Lower Derby Road, Watford.

SECOND-HAND or shop-soiled Kodaks, 3½ x 2½, in working order; also Dry Mounter. Full particulars, lowest cash price. Hudson, Chemist, Skegness.

"SCIENTIFIC MYSTERIES."—A copy of this book, published years ago and now out of print. Price and particulars to 197/11, Office of this Paper.

THE SUPPLY OF SUPPLEMENTS

The clerical work in connection with the posting of spare copies of the Coloured Supplement week by week has increased to such an extent that we have been compelled to reorganise our system of distribution. Our readers will please note, therefore, that in future, instructions can be accepted for not more than six successive issues of the Supplement at a time, and that in every case the name and full postal address should be written on

Post Office Wrappers, Stamped ONE PENNY, to ensure prompt delivery

If wrappers bear a halfpenny stamp only, postal delivery is delayed.

LOOSE STAMPS WILL NOT BE ACCEPTED.

Give a WINDOW DISPLAY to Anzora

and take
advantage
of our
**BONUS
BOTTLE**
offer



**THE NEW 1/- SIZE
means NEW!
business**

Here is the latest Anzora innovation—a handy size, retailing at 1/-. Just right for week-ends and for customers who want to try Anzora for the first time.

TRADE TERMS:

Small size, retailing at 1/- each. 8/- a dozen.
Medium size, retailing at 1/6 each. 12/- a dozen.
Large size, retailing at 2/6 each. 20/- a dozen.

ANZORA PERFUMERY CO., LTD.
LONDON, N.W.6

WRITE NOW!

Link up with the powerful press publicity that Anzora are just putting out! The sales of this famous hair fixative are just about to soar to a new and higher level—come in on this boom—Write to-day for the latest Anzora cut-outs and display material and make an Anzora window display—tell the world you sell it! You'll benefit—not only by bigger business, but also by the BONUS BOTTLE offer—this means a free bonus bottle in every dozen (minimum order 3 dozen). Get your display material now and make the most of this offer—it will be closing soon!

ANZORA
—CREAM & VIOLA—
BOTH MASTER THE HAIR

